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THE CHEMIST AND DRUGGIST

ESTAB 1859

REGISTERED AS A NEWSPAPER

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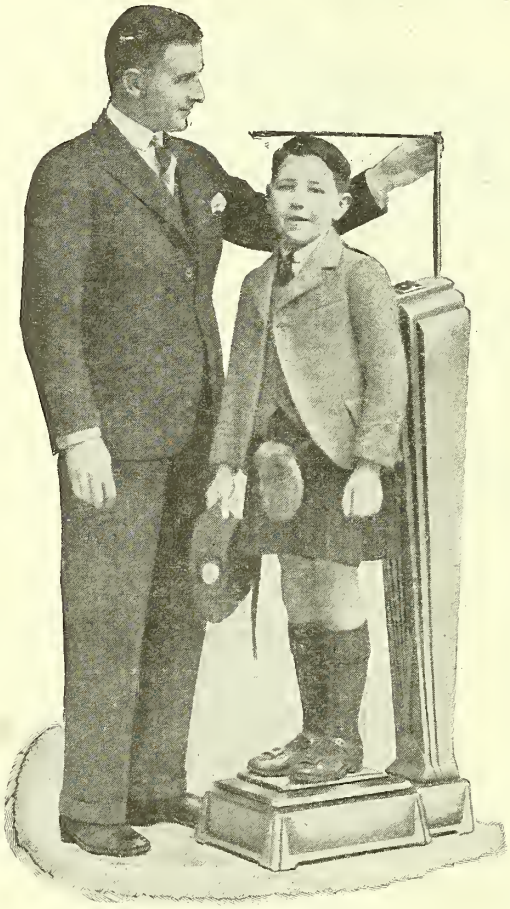

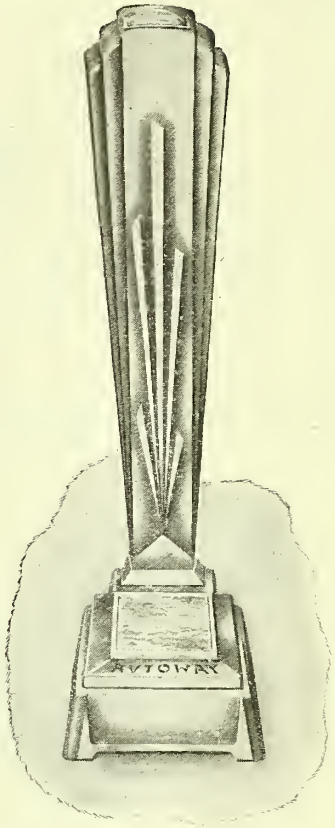

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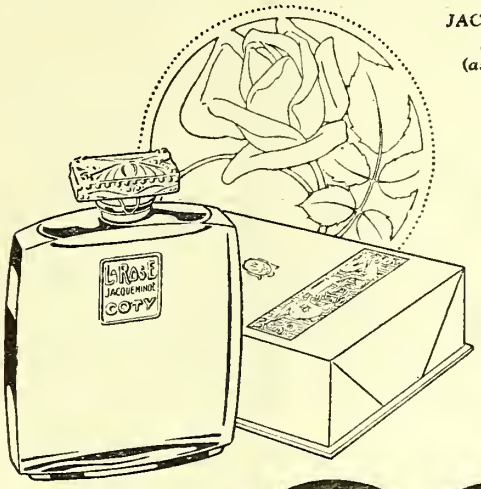

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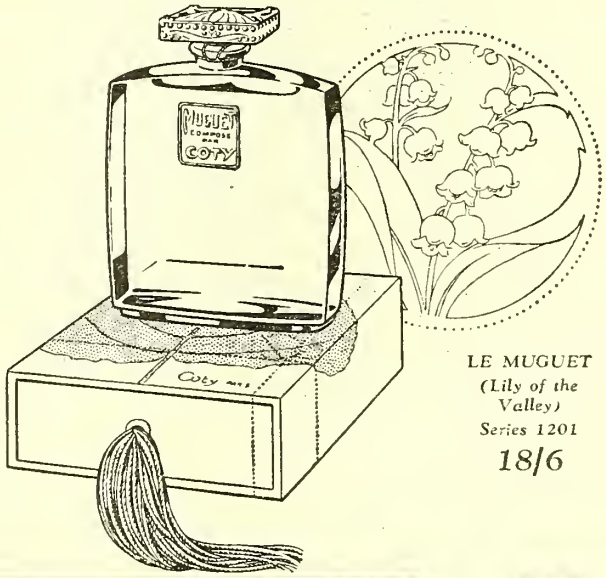

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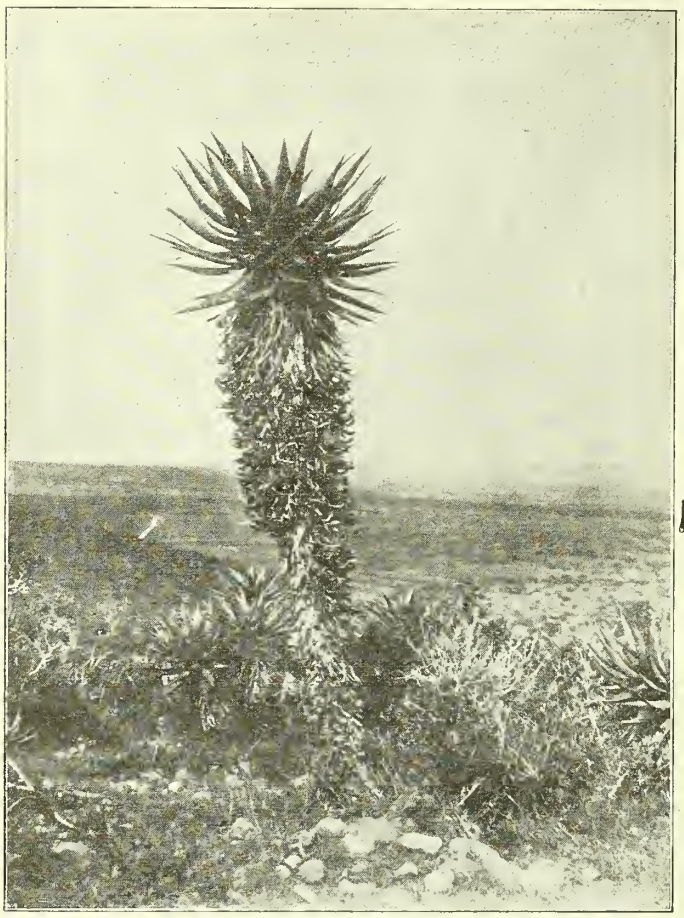

Aloe ferox Cape Province
From the High Commissioner's Office, S.A. House

Aloe ferox, Cape Aloes, official in German, Danish and other continental pharmacopœias, is produced in the South Western districts of the Cape Province. It is obtained by evaporating the aloetic juice of the cut leaves. Cape Aloes finds its largest market in Germany, but it is used extensively in this country for veterinary purposes. It differs from the other kinds of aloes met with in commerce in being bright and glassy.

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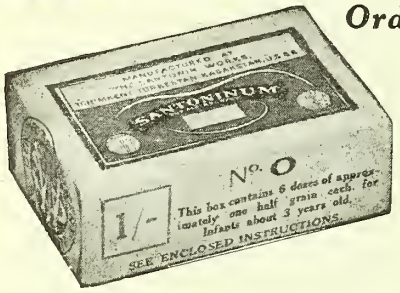

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HOLIDAY SEASON
1931

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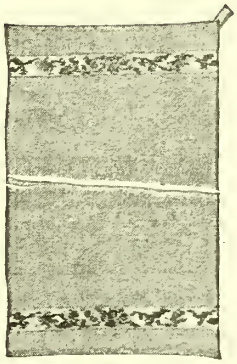

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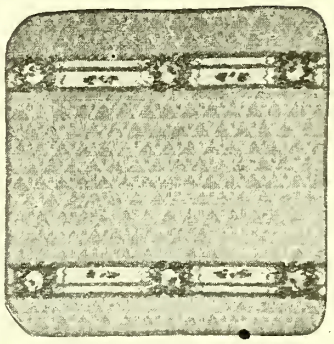

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BY LAYING IN STOCKS OF

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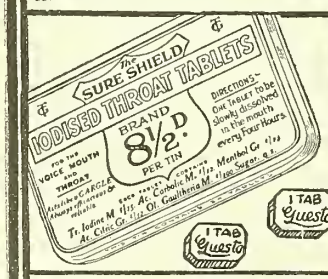

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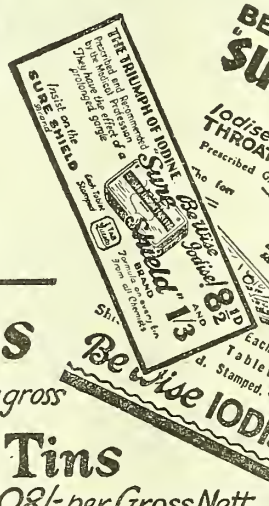
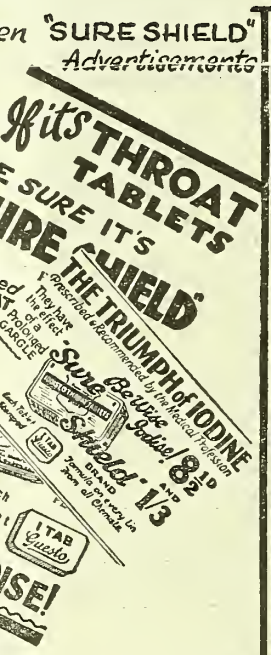
5/6 doz 63/- per gross

1/3 Tins
9/6 doz 108/- per Gross Nett

A Few Specimen "SURE SHIELD" Advertisements



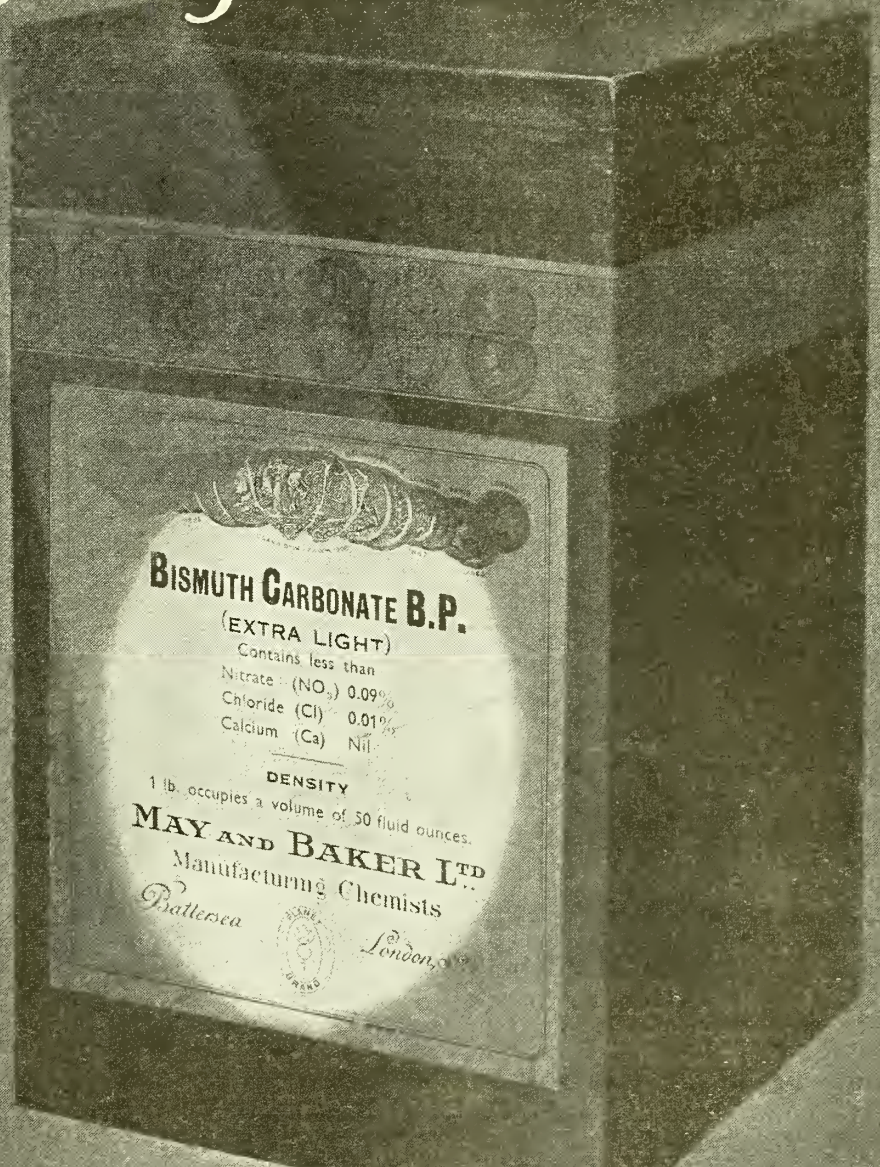


THOS GUEST & CO., LTD.
CARRUTHERS STREET,
ANCOATS, MANCHESTER.

LONDON DEPOT:
1, SWAN STREET,
MINORIES, E.1.
TELEPHONE: ROYAL 8111.

For perfect dispensing—insist on

May and Baker's



Order from your wholesaler. In case of difficulty, kindly advise us

MAY AND BAKER LTD.

Manufacturing Chemists

BATTERSEA, LONDON, S.W.

SALAD SEASON

DISPLAY NOW

Facsimile of Showcard Supplied

SOUTHALLS'
(Regd Trade Mark)
"A.I." OLIVE OIL
MADE FROM THE FINEST OLIVES,
RIPENED BY THE GLOWING RIVIERA SUN

	Rep. Quarter Pints	Rep. Half Pints	Rep. Pints	Rep. Quarts
Minimum Retail Prices (P.A.T.A.)	9d.	1/3	2/3	4/- per bot.
	6/-	9/-	16/-	29/- per doz.
6 dozen reputed half pints .. (or the equivalent)	5/9	8/9	15/3	27/6 ,,
12 dozen reputed half pints .. (or the equivalent)	5/6	8/6	14/6	26/- ,,

Bulk .. 14/6 per gallon 13/6 in 5 gallon lots

GLOBE OF OLIVES FREE with orders for one gross

The above prices are subject to a discount of 2½% on payment before 15th of Month following date of invoice.

SOUTHALL BROS AND BARCLAY LTD.
BIRMINGHAM

Maw's Page

Keeping Your Hand on Comb Business.

That is just what the "Vanitor" Comb series and the "Vanitor" display cases enable you to do. To put your hand on comb business and to keep it there—to grip it and to hold it in the face of all competition.

For remember that "Vanitor" Combs are your own. No outside trader can sell them for the simple reason that he cannot buy them—we only supply qualified pharmacists.

And the public will come to you for "Vanitor" Combs, rather than buy other combs elsewhere, because they want the advantages which "Vanitor" Combs offer—"Vanitor" quality, "Vanitor" hygienic packing, "Vanitor" variety of choice, "Vanitor" reasonable prices.

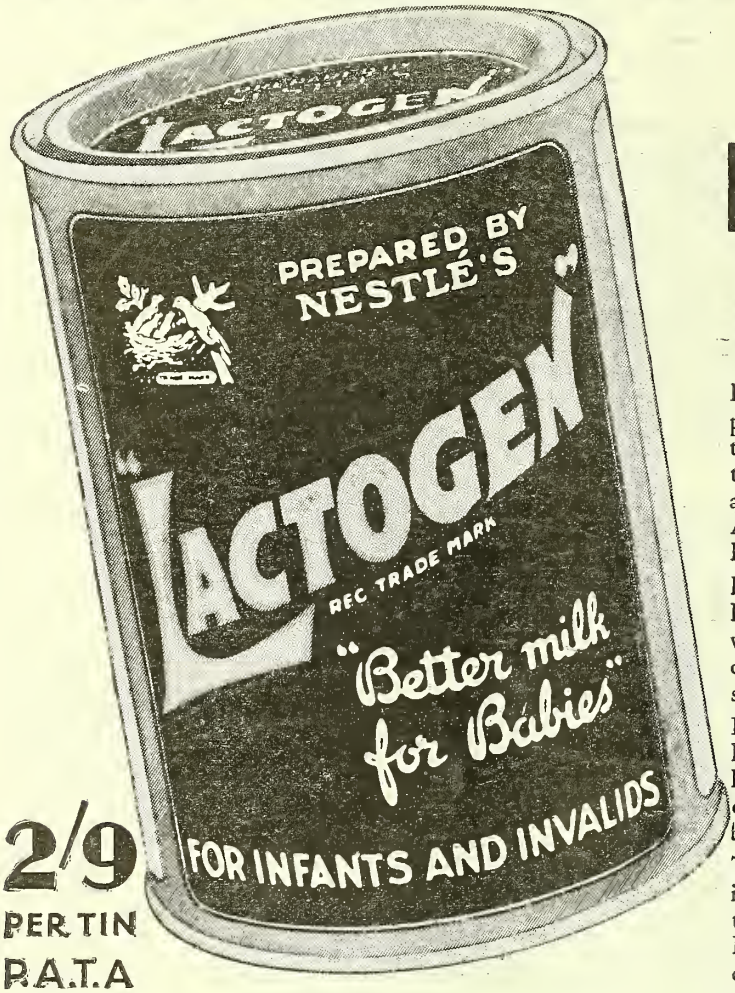
You, too, will want to sell "Vanitor" Combs for the advantages they offer you—"Vanitor" substantial profits, "Vanitor" protected stocks, "Vanitor" prestige, and, above all, "Vanitor" exclusive supply.

Keep the "Vanitor" Display Cases in sight on your counter.

S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.

TRADE MARK

TESTED AND PROVED



2/9
PER TIN
R.A.T.A

A Better Milk for Babies

Lactogen is neither a new nor an untried product. Made in England by Nestlé's, the famous milk people, Lactogen has been tested and proved in Australia, the tropics, and many other overseas countries. Abundant evidence proves it is the "Better Milk for Babies."

Even the most delicate babies thrive on Lactogen. They grow strong, sturdy, vigorous, healthy and happy with firm flesh, dense bone, good teeth, steady nerves and splendid constitutions.

Doctors and Nurses are all enthusiastic over Lactogen. They are telling Mothers, "Put Baby on Lactogen when breast milk fails, or as additional feed, or alternative with breast feeding."

The quality and composition of Lactogen is absolutely unvarying. Close inspection, rigorous tests, ensure utmost purity. Hygienic packing in air-tight tins prevents contamination.

Stock Lactogen — and make your shop known as Lactogen head-quarters.

Send for full particulars to-day.

"LACTOGEN"
REGD. TRADE MARK
BETTER MILK FOR BABIES

Lactogen Bureau (Dept. A. Z. 18), Nestlé and Anglo-Swiss Condensed Milk Co., 6 & 8, Eastcheap, E.C.3.

HAWLEY'S I.K. INSECT POWDER

ILLUSTRATION OF OUR NEW GROTESQUE MODEL SUPPLIED WITH ORDERS FOR 1 GROSS TINS

HAWLEY'S I.K. PAYS TO DISPLAY

Tests prove it to be the most efficient insecticide on the market; insects cannot survive contact with it

I.K. is non-poisonous and always dependable

P.A.T.A. PRICES:

RETAIL - - -	4d.	8d.	1/3
Wholesale, per dozen -	2/8	5/4	10/- net

A bonus of 13 to the dozen for 12 dozen 4d. size or equivalent

5% DISCOUNT FOR £5 ORDERS

EVANS SONS LESCHER & WEBB LTD

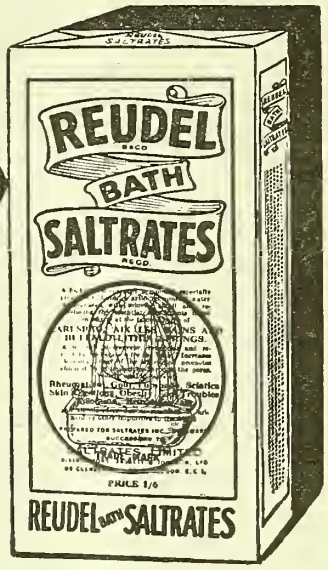
LIVERPOOL DUBLIN LONDON

STOCK these QUICK-SELLING lines on

GUARANTEED SALE TERMS

Your customer requires no persuasion after he has once given our preparations a trial. He then KNOWS they are just what he wants and is interested in no others. In other words—after you make the first sale these goods go on selling themselves.

REUDEL BATH SALTRATES



The best selling and most fragrant, refreshing, beneficial and all-round satisfactory preparation for the bath—especially recommended for Corns and all Foot Troubles, Rheumatic Pains, etc.

Sells at 1/6 and 2/6 (P.A.T.A.)

ALKIA SALTRATES

The most efficient Saline on the market and the best value for the money. Pleasant tasting and always satisfies the user. Widely advertised for Rheumatism, Gout, Sciatica, or any Liver, Kidney, Stomach, Intestinal or Blood Disorders, Catarrhal Affections, etc.

Sells at 3/3 (P.A.T.A.)

Carriage paid in Free Cases in United Kingdom on orders for three dozen, which may be assorted.

Showcards of strong selling power sent free on request.

Write for our Special Terms for Window Display.

DISTRIBUTORS FOR GREAT BRITAIN:

FASSETT & JOHNSON, LTD., 86, CLERKENWELL ROAD, LONDON, E.C.1.

Australasia—36-40 Chalmers St., SYDNEY, N.S.W. **South Africa—15 Bree St., CAPE TOWN.**

TOILET ROLLS WITH YOUR OWN NAME

Make a big show with Toilet Rolls bearing your own name and carrying a ticket showing popular prices and you will thank us for passing on our experience.

"HYGIENIC." Capable of being sold at a price to draw the customer. Per doz. **3/-** 6 doz. **2/10½** 12 doz. **2/9**

"CLUB." Big value at a low price.
Per doz. **3/9** 6 doz. **3/6** 12 doz. **3/3**

OWN NAME ON SIX DOZEN LOTS OF THE FOLLOWING :

"LOTUS." Popular crepe, big roll, well-designed wrapper.
Per doz. **3/3** 6 doz. **3/-** 12 doz. **2/9**

"NATIONAL." Splendid value line of pure paper.
Per doz. **4/-** 6 doz. **3/10½** 12 doz. **3/9**

"No. 1 THIN." Enormous sale because of the economy of the extra thin paper, possible because of the quality and suitability for its purpose. Lasts twice as long but costs no more Per doz. **4/6** 6 doz. **4/3** 12 doz. **4/-**

"PINE." A fine impregnated deodorant paper, thin, soluble and economical.
Per doz. **5/-** 6 doz. **4/10½** 12 doz. **4/9**

"VEL-VEL" (Papier de luxe). For high-class trade. Free from all deleterious matter. Thin, soft and efficiently perforated. The acme of personal hygiene.
Per doz. **5/9** 6 doz **5/7½** 12 doz. **5/6**

Include your requirements of popular proprietary lines :—

"BRONCO" -	per doz. **6/6**	6 doz. **6/4½**	12 doz. **6/3**
"UNICO" -	,, **3/9**	,, **3/6**	,, **3/3**
"SANICO" -	,, **4/-**	,, **3/9**	,, **3/6**
"MIKADO" crepe	,, **7/-**	,, —	,, —
"SAMARITAN" Crepe	**2/3**	,, **2/2**	,, **2/1**

AYRTON, SAUNDERS & Co. Ltd.
:: :: **LIVERPOOL, ENG.** :: ::

EXQUISITELY PACKED TOILET LINES

THE REGENT SERIES

ELEGANT BAKELITE CAPPED CURVED FLASKS, CELLOPHANED, 3 oz. and 6 oz.

ALMOND CREAM. AFTER-SHAVING CREAM. BAY RUM. BITE AND STING LOTION. BRILLIANTINE. CALAMINE LOTION. COLOGNE LOTION. LIQUID DENTIFRICE. EAU DE QUININE. HAIR FIXING CREAM. HONEY AND FLOWERS. TOILET PARAFFIN. SETTING LOTION. SUNBURN LOTION.

A Distinguished Pack at a Reasonable Price.
Attractive Showcards and 100% Profit on 1 gross Assorted.

ROBERT BLACKIE *Manufacturing Chemist,* 168 TOWER BRIDGE RD., LONDON, S.E.1.

Telephone: Hop 2422. Telegrams: Urbanspurs, London.

Mercolized Wax

for the Complexion

Extensively Advertised. Always in Demand.

There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain.

Stallax

a Shampoo—also popular, and shows a handsome profit.

Dearborn (1923) Limited
37 Gray's Inn Rd. London. W.C.1.

Telephone, Holborn. 9669

YOU CAN BEAT the Intensive Competition of the low-price Stores

Protect yourself from it—meet it on its own ground—by carrying adequate stocks of this NEW 6d. SIZE of JUNE BEAUTY POWDER.

It has been SPECIALLY PRODUCED to enable every chemist to successfully meet the most severe form of competition ever experienced in the popular Toilet Goods Trade. Order a stock to-day and see how quickly it sells.

June

BEAUTY POWDER

NEW 6D. SIZE

IMPORTANT NOTE

"JUNE" Perfumery Series is sold *only* through Chemists and Perfumers and the legitimate trade channels. It cannot be obtained from any of the low-price stores. It is not and will not be offered to the public as prizes in any form of Coupon Gift Scheme.

It deserves your Confidence

SAVILLE PERFUMERY LTD., WATFORD, HERTS.

"Harlene's" Great New Sales Aid!

To further supplement their Big National Advertising Campaign, Edwards Harlene Ltd have recently introduced yet one more Sales Aid for their Popular Series of Hair Toilet Preparations. This comprises a most attractive Show-Card as reproduced below, the full size of which is 19½" wide by 14½" deep. It is reproduced in natural colours superimposed with Red Lettering. Hundreds of applications have been received and this new Sales Aid is meeting with an enthusiastic reception everywhere.

These Show-Cards have been executed by the well-known artist Mr. Cress Woollett, and are identically the same as prints of his famous painting, which were originally sold at £1 1 0 each.

No Chemist or Store can afford to be without this valuable new "Harlene Sales Aid," and applications are cordially invited. Enquiries should be made early owing to a limited number only being available. Each Show-Card will be sent Post Free.

The above is an exact Reproduction of the new "Harlene" Show-Card now being distributed as a further aid to the Sale of these Popular Hair Toilet Preparations.

"HARLENE" FOR THE HAIR

"CREMEX" SHAMPOO POWDERS

"UZON" Brilliantine

"ASTOL" FOR GREY HAIR

"Harlene" WAVE SETTING LOTION

"Harlene" Hair Fixative

Please address all communications to:—

EDWARDS HARLENE LTD., 20-22-24-26 Lamb's Conduit St., London, W.C.

All for HHA Beauty

Beauty Preparations that keep their word—to your customers and to you

Only three short years ago, Harriet Hubbard Ayer Beauty Preparations—so long famous throughout America—began to be sold in this country. To-day they have been taken up by nearly every important retailer in Great Britain, and are used by an ever-growing number of discriminating English women.

This great success is based on three things. First, the obvious improvement every woman sees in her looks after a short trial of the Harriet Hubbard Ayer treatment. Secondly, the planning of the preparations—each of which performs two or three functions instead of only one—Luxuria, for instance, combines the virtues of a cleansing cream, a bleacher and a skin food. Thirdly, widespread advertising in the foremost journals read by women.

The retailer who takes up Harriet Hubbard Ayer preparations now will find already created for him a sound, healthy and rapidly increasing trade. Write to Harriet Hubbard Ayer Ltd., 130 Regent Street, for comprehensive catalogue and terms. Or preferably, call and see our spacious new showrooms, and receive all particulars personally.

The retail prices for the famous Luxuria Cream are 2/3, 4/-, 8/6, 11/9.

HARRIET HUBBARD AYER LTD

Beauty Preparations

NEW YORK LONDON PARIS

A further reminder

to our confidential letter to you regarding our Special Concession in Prices, which enables you to buy at the NEW and sell at the OLD until May 11th.

It is therefore very essential that orders are placed at once in order to obtain this enormous advantage in profit.

An advertising campaign is in hand. Please send for New Showcards. FREE SAMPLES for distribution to your customers will be sent you on application.

BUY AT THE NEW PRICE AND SELL AT THE OLD

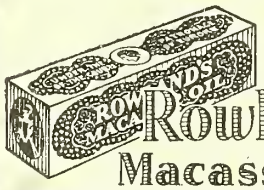
Gladys Cooper's Beauty Preparations (London), Ltd.
121a HAMPSTEAD ROAD - - - LONDON, N.W.1

For 137 years

Rowland's Macassar Oil has been a favourite dressing for the hair. It keeps the hair healthy, and prevents the encroachment of greyness and baldness.

Of all Wholesalers.

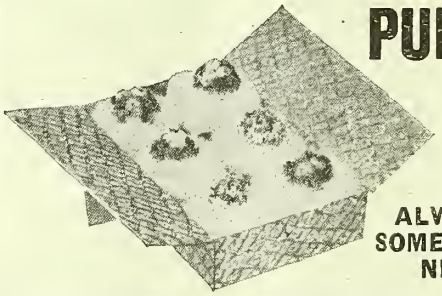
RETAIL,
3/6, 7/- & 10/6
P.A.T.A.



Rowland's Macassar Oil
Red for dark hair
Golden for fair or grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1

PUFFS



ALWAYS SOMETHING NEW

WILLIAMSON BROS., LTD.
Hop. 3419. 177 Southwark Bridge Rd., LONDON, S.E.1

ACTS LIKE A CHARM

FOR RED, ROUGH, CHAPPED HANDS

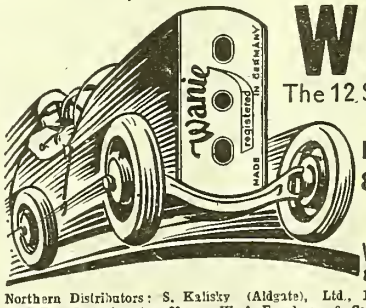
THE ORIGINAL AND BEST

"Veldt Cream"

1 oz. FIVEPENCE
3 oz. 1/-, 6 oz. 1/9
12 oz. 2/9

WRITE FOR BONUS TERMS TO THE
VELDT LABORATORY
Springfield, Upper Clapton, LONDON, E.5

For Speedy Sales—



WANIE

The 12 Shave-power Blade
A WINNER EVERY TIME!
8/- PER GROSS

For Sample, write to—
Dept. C.D.,
WANIE DISTRIBUTING CO.
89 Aldgate High St., E.C.3

Northern Distributors: S. Kalisky (Aldgate), Ltd., 16 Withy Grove, Manchester.
Irish Free State Agents: Messrs. W. A. Freedman & Co., 21 Merchant's Quay, Dublin.

A REVOLUTION AND A REVELATION IN SHAMPOOS

YOU ARE JUST IN TIME If You Order TO-DAY

A WHOLE PAGE ADVERTISEMENT WILL APPEAR IN THE "DAILY MAIL," APRIL 30th, followed by the strongest advertising campaign ever put behind a "SHAMPOO."

3D. TUBES

FREDERICK GODFREY'S

"FOLLEX"

TONIC SHAMPOO CREAM

BOXED IN ONE DOZEN COUNTER DISPLAY BOXES

1/- TUBES

(Five Shampoos in each)

BOXED IN SIXES AND DOZENS IN COUNTER DISPLAY BOXES

RETAIL PRICE ALLOWS YOU 50% PROFIT!!!

SEND YOUR ORDER TO YOUR WHOLESALER AT ONCE AND BE IN THE BOOM FROM THE BEGINNING.

FREDERICK GODFREY (Wholesale) LTD., Matlock Bath, Derbyshire

A NEW POWDER
"UN PARFUM D'AVENTURE"
L.T. PIVER
PARIS

a PERFECT POWDER in an exquisite lacquered metal box.

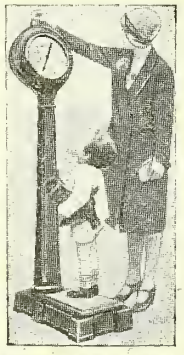
Wholesale 14/- Retail 1/9

Made in: rachel, rachel foncée, naturelle, blanche, rosée, ocre, ocre rosée No.1, ocre rosée No.2
PARSCENT Ltd. 102, Dean St, London, W.1. Telephone Reg. 5260

"ODENTIC" PLATE BRUSH

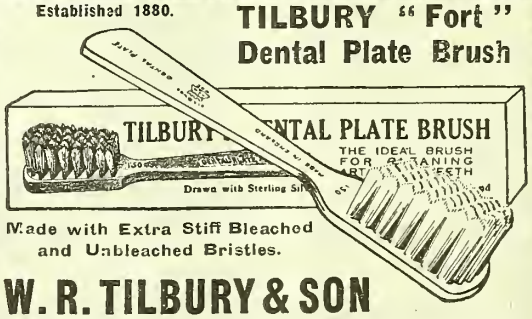
Regd. No. 417637.
From all Wholesalers.
Packed in ½-dozen Display Boxes.
Manufacturers:
W. R. Speer & Son (EST. 100 YEARS)
215 DALSTON LANE - - LONDON, E.8
Agent for S. Africa—C. GORDON DAVIES & CO., National Bank Buildings, Pritchard Street, Johannesburg.

G. B. KENT & SONS, LTD.
Are known the World over as the Largest Manufacturers of
BEST BRITISH BRUSHES
Please write for full Particulars to:—
75 FARRINGDON ROAD, E.C.1.



Let the "GEM" make money for you
Write for particulars and name of local agent to the manufacturers:—
THE GEM AUTOMATIC WEIGHING MACHINE COMPANY LIMITED
46 NEW CITY ROAD
GLASGOW C.4

Established 1880.
TILBURY "Fort" Dental Plate Brush



Made with Extra Stiff Bleached and Unbleached Bristles.
W. R. TILBURY & SON
47 FRAMPTON PARK ROAD, HACKNEY, LONDON - - - ENGLAND

HOUBIGANT POWDERS

IN
QUELQUES FLEURS
AND
OTHER DELIGHTFUL
PERFUMES

Stock and sell these dainty articles of everyday use and stamp *your* establishment with a touch of Parisian elegance. You are certain of large sales and handsome profits.

FACE POWDERS and COMPACTS

FROM 12/7 per doz. NET

LARDEN ROAD PARFUMERIES DE PARIS LIMITED ACTON - LONDON

Write for
Price Lists

SWIFT AND SURE

is the

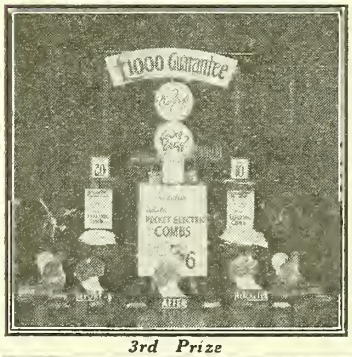
SWIFTSURE

D & P QUALITY SERVICE

Central for Everywhere

THE SWIFTSURE
Photographic Works
SUTTON COLDFIELD
WARWICKSHIRE.

2nd Prize



3rd Prize

PRIZE WINNERS in Window Dressing Competition

WHITE'S ELECTRIC COMB

There was a large number of entries and all were of a very high standard. After very careful consideration and deliberation the judges have awarded the prizes as follows:—

1st PRIZE of £50 to WM. MARTIN, 181 Antrim Road, Belfast
The prize-winning display is dealt with in the editorial columns.

2nd PRIZE of £25 to H. A. MARTIN, Willow & Willow Bridge Streets, Leicester

3rd PRIZE of £15 to A. P. WALLACE, 14 Bridge Street, Aberdeen

15 CONSOLATION PRIZES OF £1 EACH TO

BANNISTER & THATCHER, LD. 5 High St., Newport, Mon.
T. WILKINS, 54 & 145 Kettering Road, Northampton.
BELL & JONES, 275 High Street, West Bromwich.
STIRLINGS, LTD., 17 Clarence Street, Kingston-on-Thames.
CLEEVE'S STORES, LTD., 60 High Street, Bognor Regis.
W. H. GREEN, 38 Jordan Well, Coventry.
LATTER'S, LTD., 46a S. Georges Rd., S'wk. S.E.1
F. BLACKMORE, Ph.C., 17 High Street, Weston-Super-Mare.
TAYLOR-GIBSONS, 5 Bigg Market, Newcastle-on-Tyne.
J. T. DAVY, LD., 128 Fore St., Edmonton, London, N.18.
H. S. SMART, M.P.S., 93 Prince's Avenue, Hull.
SPENCER R. SIMNETT, M.P.S., 60 High St., Beckenham, K'nt.
KNIGHT & CROFTS, 33 Castle Street, Hinckley.
JAMES MAGUIRE, 87 Grafton Street, Dublin.
R. EVAN PARKER, 32 Hertford Street, Coventry.

WINDOW DISPLAYS ALWAYS PAY YOU

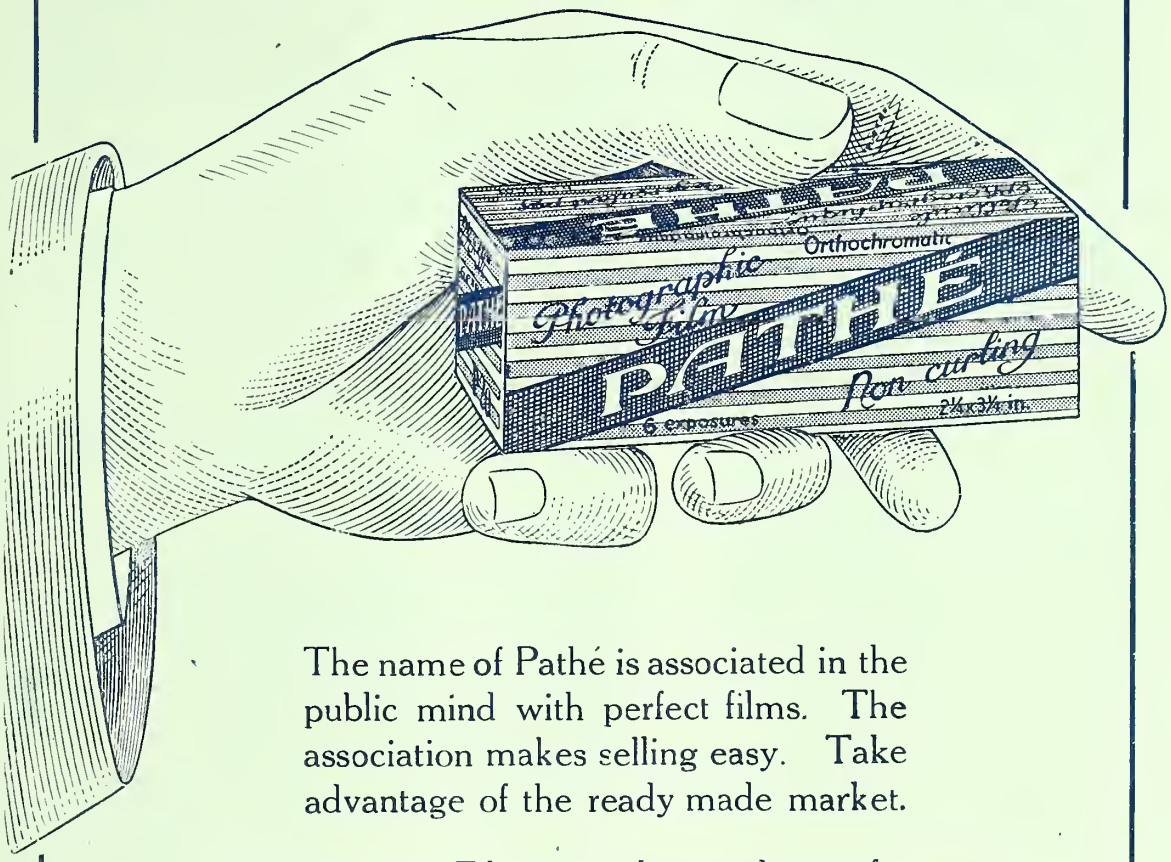
Every chemist who made a window display of WHITE'S ELECTRIC COMB secured tremendously increased business. Display White's Comb frequently and you will make big sales and big profits, especially with our consistent and heavy advertising to help you. Profits on WHITE'S ELECTRIC COMB are never made at the expense of another line. Push WHITE'S ELECTRIC COMB for all you're worth and you'll make money.

WHITE'S-TIBO COMPANY, LTD., Audrey House, Ely Place, London, E.C.1

3/6 WHITE'S ELECTRIC COMB 10/-

It Pays to Handle

PATHÉ FILMS



The name of Pathé is associated in the public mind with perfect films. The association makes selling easy. Take advantage of the ready made market.

Pathé Perfect Films are the products of years of experience and experiment and can be recommended by Pharmacists both to the "snapshotter" and to the photographic artist.

MAY, ROBERTS & CO., LTD.

(P.O. Box 157.)

7/13 Clerkenwell Road, London, E.C.1

Also at LIVERPOOL, PLYMOUTH and DUBLIN.

TO ALL CHEMISTS
ON THE APPROVED LIST OF THE
PHOTOGRAPHIC DEALERS' ASSOCIATION

Everything in Photographics

Please remember that all your requirements may be obtained from

John Thompson Ltd.

(WHOLESALE DRUGGISTS, 1921)

APPROVED PHOTOGRAPHIC DEALERS

27-35 DUKE ST.
LIVERPOOL

Telegrams: "Drugs, Liverpool"
Telephones: Royal 1434 (6 lines)

The Latest VOIGTLANDER BESSA

with Delayed-action Shutter!

The delayed-action shutter of this model gives the user about 15 seconds in which to "get ready." Here you have the smallest camera in the world taking the standard $3\frac{1}{4} \cdot 2\frac{1}{4}$ 8-exposure film. With its extreme simplicity of loading (no pins or catches to worry about), the easiest focussing adjustment by only turning the lens mount to Landscapes, Groups, or Portraits, and a really good Voigtlander VOIGTAR F/6.3 anastigmat lens, is it any wonder that this model has had an enthusiastic welcome everywhere?

$3\frac{1}{4} \times 2\frac{1}{4}$ £3 : 15 : 0
$4\frac{1}{4} \times 2\frac{1}{2}$ £4 : 5 : 0

Also supplied without "delayed action" at £3 7 6 and £3 15 0 respectively.

Voigtländer

Send for fully descriptive pamphlet.
Peeling & Van Neck, Ltd., 4/6 Holborn Circus, E.C.1

Guaranteed the FINEST VALUE OBTAINABLE of
ROLL FILM CAMERAS

Retails at 3/6

No. 1 takes the standard vest pocket daylight loading film, fitted with reflex view finder, powerful meniscus lens, time and instantaneous shutter. Pictures $2\frac{1}{2} \times 1\frac{5}{8}$ in.

Instruction book and actual photo and showcard with each consignment. Camera covered in Black. Antique Leather Finish.

No. 2 takes the standard daylight loading roll film for pictures—size $3\frac{1}{4} \times 2\frac{1}{4}$ in., fitted with two reflex view finders, powerful meniscus lens, time and instantaneous shutter.

Retails at 6/-

Instruction book and actual photo and showcard with each consignment. Camera covered in Black. Antique Leather Finish.

Actual Manufacturers: **Standard Camera Co.**
51 MOTT STREET, BIRMINGHAM.

AYRTON-GRAHAM, Ltd.

Designers and actual manufacturers of

FITTINGS

For the MODERN PHARMACY.

Shop Fronts, Show Cases, Exhibition Cases, Counter Cases, Counters, Wall Cases, Glass Signs, etc., etc.

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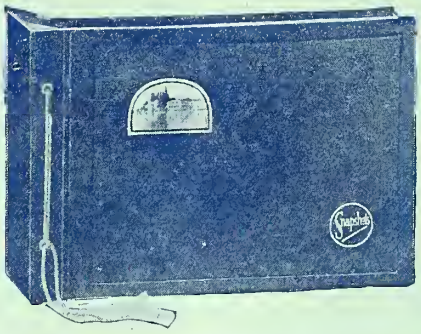

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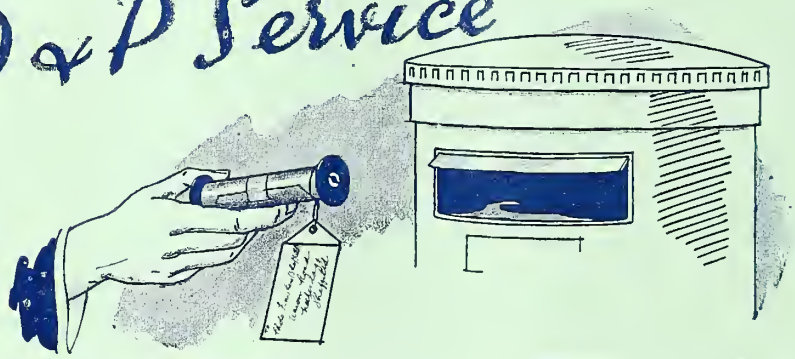

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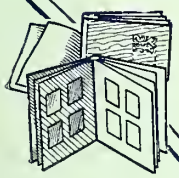

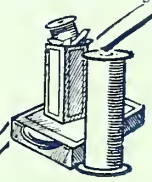

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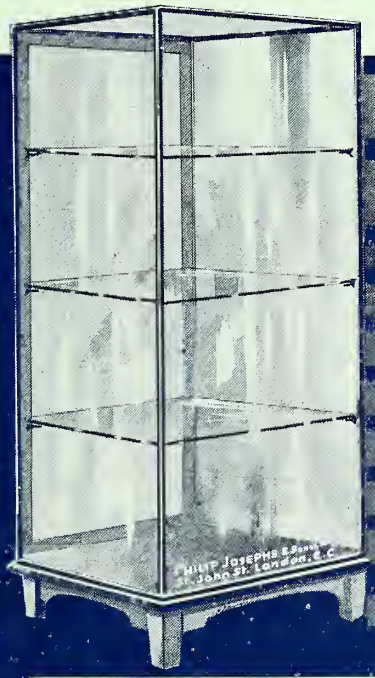

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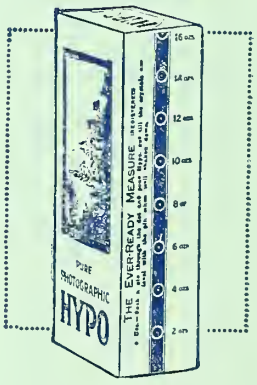

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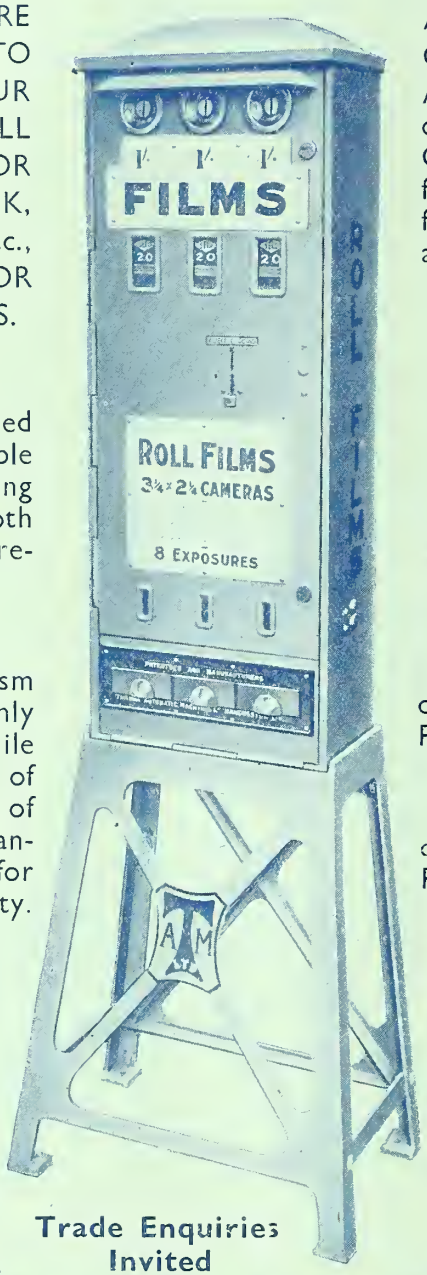

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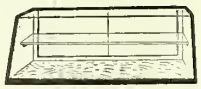

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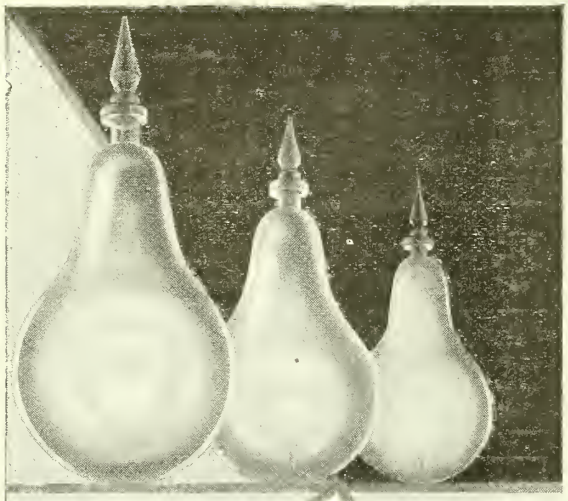

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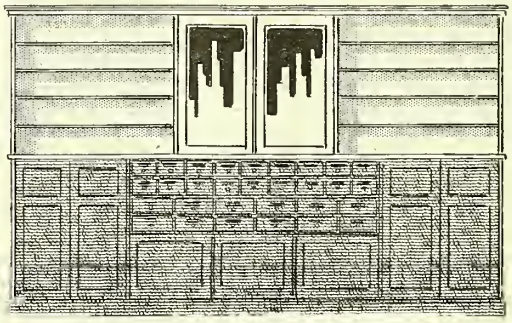

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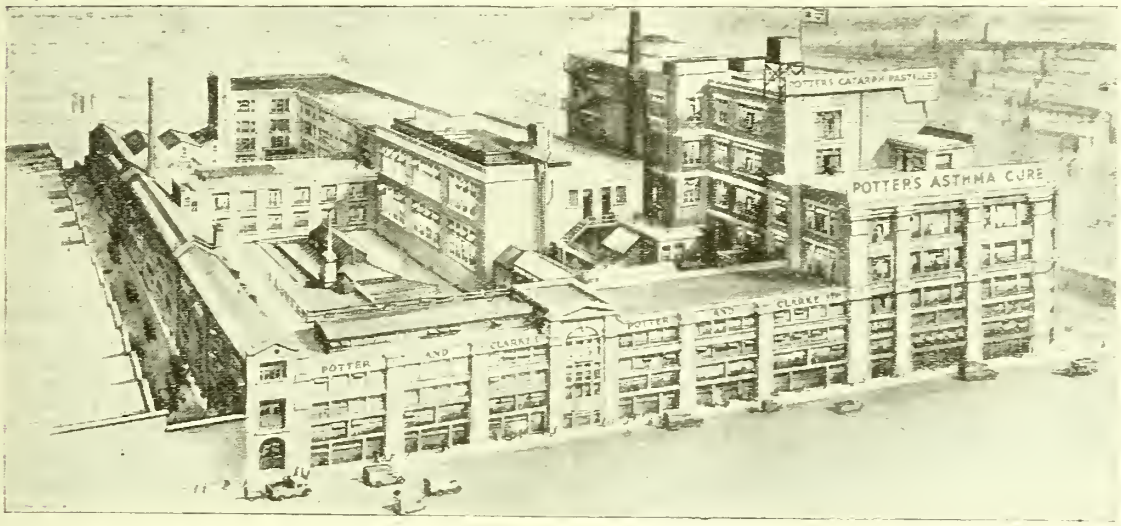

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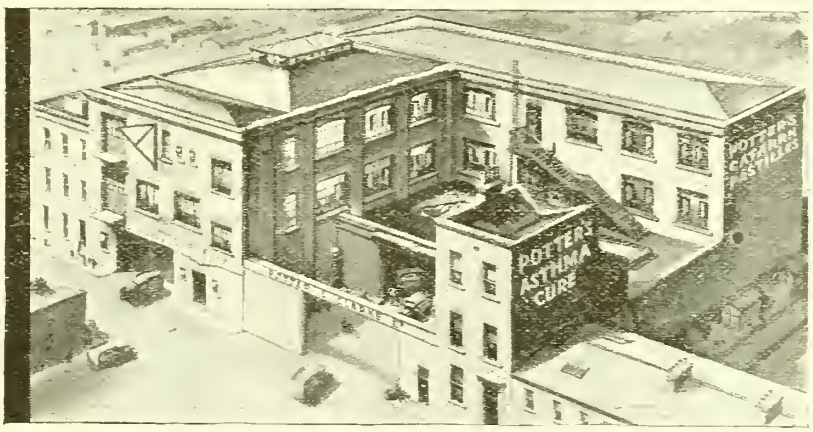

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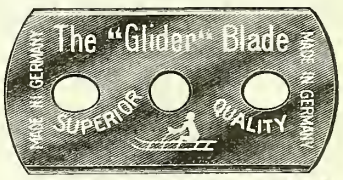

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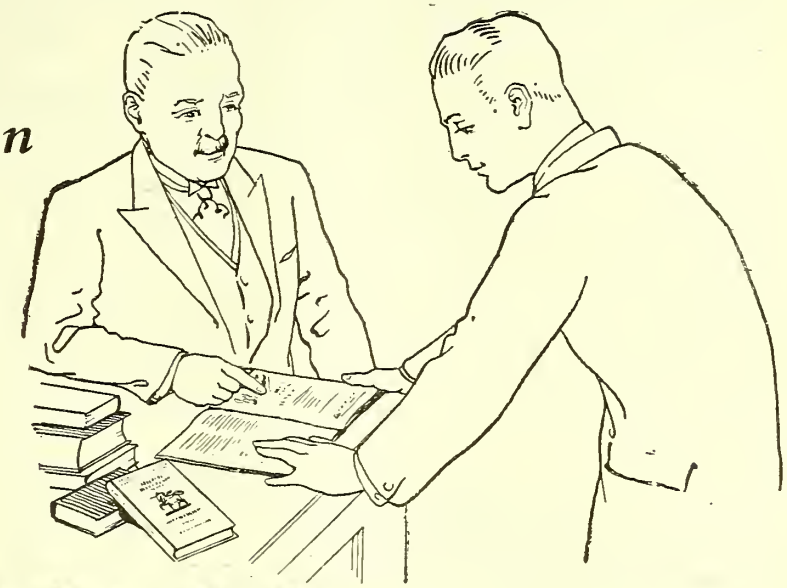

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EST. 1859

A WEEKLY JOURNAL OF PHARMACY, THE DRUG, CHEMICAL & ALLIED TRADES.

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The official organ of The Pharmaceutical Society of Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions.

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English and Welsh News

Dangerous Drugs Act, 1920

The following is the text of an Order (S. R. & O., 1931, No. 300, 1d.) adding five preparations to the Third Schedule of the Dangerous Drugs (Consolidation) Regulations, 1928:—

In pursuance of Section 7 of the Dangerous Drugs Act, 1920, I hereby make the following Regulations amending the Dangerous Drugs (Consolidation) Regulations, 1928, made under that Section on the 14th December, 1928, hereinafter referred to as the Principal Regulations:—

1. Nothing in the Principal Regulations shall apply to the preparations mentioned in the Schedule to these Regulations, and those preparations shall be added to the Third Schedule to the Principal Regulations.

2. Copies of the Dangerous Drugs (Consolidation) Regulations, 1928, printed under the authority of His Majesty's Stationery Office may be printed with the addition directed to be made by these Regulations.

3. These Regulations may be cited as the Dangerous Drugs (Consolidation) Amendment Regulations, 1931.

J. R. CLYNES,
One of His Majesty's Principal Secretaries of State.
Home Office, Whitehall, April 15, 1931.

SCHEDULE

Elixir Diamorphinæ et Terpini c. Apomorphina, B.P.C.
Linctus Diamorphinæ Camphoratus, B.P.C.
Linctus Diamorphinæ c. Ipecacuanha, B.P.C.
Linctus Diamorphinæ et Scillæ, B.P.C.
Linctus Diamorphinæ et Thymi, B.P.C.

The formulas of these preparations were given in THE CHEMIST AND DRUGGIST, February 21, p. 201.

Inquests

An inquest was held at Lewes, on April 16, on the bodies of two elderly ladies, Miss Caroline M. Huggett and Miss Fanny E. Huggett. Medical evidence showed that Miss C. M. Huggett had suffered from epilepsy for years, and that her sister had administered phosphorus paste to her and had taken a fatal quantity herself. The jury found that Miss F. E. Huggett was of unsound mind at the time.

Other fatal cases of poisoning include deaths from aspirin (at Leeds) and from veronal (at Bembridge). Death was stated to be accidental in each case.

Birmingham

There are now two Moseley chemists occupying positions of vicars' wardens, Mr. T. W. Lowther (at St. Mary's) and Mr. H. H. Marshall (at St. Agnes').

At the recent annual meeting of the Animal Medicine Makers' and Allied Traders' Association, held in Birmingham, Mr. Lawrence C. Tipper (chairman), discussing the provisions of the Pharmacy and Poisons Bill, said because occasionally an individual poisoned another or committed suicide by means of a weed-killer or disinfectant, an important industry, whose preparations were handled by millions without injury, was being subjected to attacks which might lead to its extinction. While the Home Office had endeavoured to be fair, the Bill would impose irksome, costly and unnecessary regulations.

Liverpool

Merchandise buyers of big stores and shops in the North of England, at a meeting held at Liverpool recently, unanimously decided to take active steps to combat coupon gift schemes.

The Lord Mayor and Lady Mayoress of Liverpool, Alderman Edwin and Mrs. Thompson, are taking as a gift from Liverpool to the citizens of New York two cakestands of Davenport china made in Liverpool in 1828 and since kept in the Town Hall.

Much interest was aroused in local pharmaceutical circles by the recent wedding of Mr. G. R. Tharratt, Ph.C., to Miss Evelyn Ward (p. 488). For some years Mr. Tharratt was secretary of the Liverpool Chemists' Association, and he has always taken a deep and abiding interest in pharmaceutical matters.

The Liverpool and District Pharmacists' Golfing Society opened the season on April 15 at the Woolton Golf Club, when the members competed for the Pears challenge cup. The weather was very cold and wet, but about a dozen cards were taken out; scoring was low. The captain and members welcomed Mr. Roads (representative of A. & F. Pears, Ltd.), who presented the cup to the winner, Mr. A. Fairbairn. The following were the principal scores:—

A. Fairbairn ...	78 – 9=69	F. B. Derrick	91 – 16=75
K. Price ...	75 – 4=71	E. Brigham ...	94 – 17=77
T. S. Jones ...	91 – 16=75	T. Ashworth ...	90 – 11=79

Manchester

The Woolley Social and Sports Club held the last dance of the season at the Blackfriars Assembly Rooms on April 17. About 120 members of the staff were present and enjoyed a bright evening's dancing. The winners of the spot waltz were Miss M. Ramsden and Mr. A. Lathwood. The duties of M.C. were successfully carried out by Mr. H. Wood.

The official opening of the Manchester and Salford Junior Section Tennis Club will take place on Sunday, April 26, at 2 p.m., when there will be an American tournament; all members and friends are cordially invited to attend. The courts are at Chomlea, Claremont Road, Pendleton. All inquiries and applications for membership should be sent to the secretary, Mr. H. Steinman, 13 Bedford Street, Bury New Road, Manchester.

The "Manchester Guardian" of April 20 contains the following:—"The efforts of the Eccles and Patricroft Hospital to secure the right to act as a panel chemist under the National Health Insurance Acts seem to have ended in failure so far as the Lancashire Insurance Committee is concerned. This is indicated in a report by the Medical Benefit Subcommittee of the Insurance Committee, to be received at to-day's meeting at Preston, of a meeting of representatives of the Subcommittee and of the hospital."

Sheffield

Although the out-relief dispensaries have been closed, a depôt has been retained at the West Bar offices, where Mr. Carey is the chief pharmacist.

Arrangements have been made for a check of the pricing by the North-East Midland Bureau of the Public Assistance dispensing, and approximately 10 per cent. of the scripts are being sent each month to the Retail Pharmacists' Union.

Miscellaneous

POISON-LICENCE APPLICATION.—Herbert W. Jay & Co., Ltd., corn merchants, Dorking, have applied to the Surrey County Council for a licence to sell agricultural and horticultural poisons.

SELECT COMMITTEE ON SHOP ASSISTANTS.—The Select Committee inquiring into the hours and conditions of labour of shop assistants held its final sitting at the House of Commons on April 22. The committee has sat for nearly a year, and has heard evidence from all the prominent trade organisations and trade unions; it has now the task of sifting and classifying the evidence, and then preparing a report. It is not expected that this will be available for some months.

CLINICS AND WELFARE CENTRES CRITICISED.—At a recent meeting of the Lowestoft Chamber of Commerce a letter was received from the secretary of the Lowestoft and District Pharmacists' Association alleging the indiscriminate sale of foodstuffs at reduced prices at the clinics and welfare centres within the borough, and asking the Chamber to press for more careful management of the centres. "At the present time," the secretary wrote, "foods are sold at the clinics at greatly reduced prices to almost anyone who cares to apply instead of only to the needy cases. We feel this very deeply, that we, being amongst the heaviest ratepayers in the town, should be helping the authorities to 'pick our pockets.' We suggest a more thorough inquiry into the financial state of applicants."

IN THE COURTS.—At Doncaster, on April 16, Herbert Bailey, described as a travelling herbalist, was summoned for having sold a dutiable medicine without a stamp and without a licence. For the defence it was stated that the advertising matter did not set out that the medicine would cure or relieve any ailment or pain. The summonses were dismissed on payment of £2 10s. costs.—At Bristol Police Court, on April 16, E. J. Nation & Co., Ltd., Albert Road, were fined £3 for supplying, and Elizabeth Bartholomew, Stapleton Road, and W. H. Rawlings, Newfoundland Street, were each fined £1 for selling by retail zinc ointment deficient in zinc oxide.—At Plymouth Police Court, on April 20, Henry Jewell, vinegar manufacturer, 7 Millbay Road, and two shopkeepers, Harold Venton, Gibbon Street, and Jane Thomson, Cecil Street, were summoned for having sold vinegar which was deficient in acetic acid by 14 per cent. Mr. W. E. J. Major said his client, Mr. Jewell, had been manufacturing vinegar for thirty years without any complaint, and the trouble in the present instance was that the acetic acid he bought as being 80 per cent. strong was only 79.2 per cent. strong, with the result that the vinegar contained 3.44 per cent. The Bench dismissed the summonses against the retailers on payment of costs, and imposed a fine of £2 on Mr. Jewell.

Scottish News

Brevities

At the recent annual meeting of the Vale of Leven Traders' Association, Mr. James Smith, chemist and druggist, was appointed vice-president for the ensuing year.

The annual competition for the Petrie Trust Bursary will be held in Aberdeen, under the auspices of the Aberdeen Pharmaceutical Association, on May 13. Entries will be received, up to May 6, by Mr. J. G. Mutch, 90 King Street, Aberdeen.

The competition for the Scottish chemists' golf trophy will be played over the Gleneagles golf course on May 13. Players should forward their names and handicaps with entry money (2s. 6d.) to the secretary, Mr. D. Mackenzie, 554 Dumbarton Road, Glasgow, W.1, before April 29.

The death has taken place, in Edinburgh, of Professor James Lorrain Smith, F.R.S., professor of pathology at Edinburgh University since 1912. Professor Lorrain Smith's researches, during the war, resulted in the introduction of the antiseptics eusol and eupad, which constituted a great advance in the treatment of gunshot wounds.

A complimentary dinner was given recently in the Station Hotel, Perth, by Mr. and Mrs. Thomas Harley to the works staff and a few friends to mark the completion of twenty-one years' service of Mr. Angus F. McIntosh as manager of the Perth Rodine Works. Mr. Harley, in the course of the proceedings, handed gifts from himself and from other friends to Mr. McIntosh

In a letter to the "Aberdeen Press and Journal," Mr. R. Alexander, chemist and druggist, Strichen, points out that the heading "Stern Warning to Chemists," which appeared in a recent issue of that paper, is likely to create a wrong impression in the minds of persons insured under the Health Insurance Act as to the quality of medicine, appliances, etc., supplied by panel chemists. Mr. Alexander suggests that more care should be taken by the Press in obtaining better information regarding the true position of chemists.

Irish News

Pharmaceutical Society's Examination Results

The following are the results of the recent examinations of the Pharmaceutical Society of Ireland:—

PRELIMINARY EXAMINATION.—*Passed* (arranged according to merit): Joseph P. Quinn, Kevin Matthews, Edward Maguire, Una Coyne, Michael Feely and Josephine Collins. Ten candidates were rejected.

REGISTERED DRUGGIST EXAMINATION.—*Passed:* Rose A. Carolan. Three candidates were rejected.

PHARMACEUTICAL ASSISTANT EXAMINATION.—*Passed* (arranged according to merit): Patrick J. Lillis, Rose A. Carolan, Patrick Teehan, Hubert Palmer, Francis McMahon. Two candidates were rejected.

Brevities

Miss M. Murphy, L.P.S.I., has opened a pharmacy at 21 North Main Street, Cork.

Mr. Luke Colleran, Ph.C., has opened a medical hall at Main Street, Charlestown, co. Mayo.

Mr. Charles O'Hagan, Ph.C., Newry, has been bereaved by the death of his brother, Mr. Richard O'Hagan, a prominent merchant in the town and ex-chairman of the Urban Council.

At Tralee, Judge McElligott, K.C., heard a claim by Mr. John Chute, Ph.C., for £25 compensation for alleged malicious damage to a plate-glass window, due to window slashing; the sum of £7 7s., with £2 2s. expenses, was awarded.

Alderman R. F. McCartney, Ph.C., Coleraine, has been elected a member of the Select Vestry of St. Patrick's Parish, Coleraine, and Mr. A. W. Mann, Ph.C., has been elected to the Select Vestry of St. Thomas's Parish, Belfast.

The various Boards of Guardians in Northern Ireland have now completed the placing of the annual contracts for the supply of medicines and medical and surgical appliances to the various unions. Competition was keen, and most of the contracts were given to firms in the Six Counties. The conditions were more stringent than formerly. All instruments and appliances must be British manufacture and bear the name of the maker. The dressings were all to be not less than B.P.C. standard and samples had to be submitted. The following obtained contracts for medicines:—J. Clarke & Co. (Successors), Ltd., Belfast—Newtownards and Coleraine; B. Clarke & Son, Belfast—Banbridge; Fred Storey, Ltd., Belfast—Armagh, Ballymoney, Ballycastle, Belfast, Clogher, Dungannon, Downpatrick, Lisburn, Lisnaskea and Lurgan; S. Connor & Son, Newry—Newry; R. Sumner, Liverpool—Antrim, Cookstown, Kilkeel, Londonderry, Larne, Omagh and Strabane; James Woolley, Son & Co., Ltd., Manchester—Ballymena. The following obtained contracts for medical and surgical appliances:—J. Clarke & Co. (Successors), Ltd.—Antrim, Armagh, Ballymena, Ballycastle, Ballymoney, Banbridge, Coleraine, Cookstown, Dungannon, Kilkeel, Londonderry, Larne, Limavady, Newtownards, Omagh and Strabane; S. Connor & Son—Enniskillen, Irvinestown, Lisnaskea, Lurgan, Magherafelt and Newry, Clogher; Fred Storey, Ltd.—Downpatrick, Lisburn and Belfast. The terms of contract provide that the contractors have to deliver the medicines and dressings to the different dispensaries, many of which are remote from stations, and pay for the packing and cartage of empties.

Belfast

Sir Frank Heath, late secretary to the Department of Scientific and Industrial Research, addressed members of Belfast Rotary Club recently on "Some Openings for Our Sons."

The speakers at the annual meeting of the Ulster Tourist Development Association, held in Belfast on April 16, included Mr. Fred Storey (president of the Chemists' and Druggists' Society of Ireland).

Imperial and Foreign News

FRAUDULENT IMITATION IN CHINA.—The notice of the Shanghai Municipal Council was recently directed to the sale of counterfeit Hazeline Snow. Detectives visited a suspected Chinese lodging-house, purchased some of the counterfeit product and arrested the seller, a Chinese broker. Three other arrests were subsequently made, and all the accused were convicted.

QUININE MANUFACTURE IN MADRAS.—According to the official report just available, the Madras quinine factory during the past year dealt with 536,000 lb. of cinchona and manufactured 23,000 lb. of quinine sulphate and other salts, 15,000 lb. of cinchona febrifuge and tablets. In the Anamalai plantations attention was paid to the replacement of losses caused by disease, elephants and bisons. Two hundred acres of land were, however, felled and cleared for planting. In the Naduvatam plantation, as there has been continuous cropping since 1861, a minimum quantity of bark is being harvested in order to tide over the lean years, until the young plantations are mature. The trees in all the plantations are healthy, and the total acreage is now almost 2,000 acres.

EXTRACTION OF IODINE FROM MARINE ALGÆ.—Recently it was proposed to float a Spanish company in Madrid with capital of 2,000,000 pesetas, under the name of "Sociedad Española del Yodo, S.A.," for the manufacture of iodine from marine algæ. The administrative council includes D. Jcsé Giral, professor in the central university, and Don Fernando Suárez, doctor in pharmacy, both known on account of their studies of marine algæ. The latter is noted for his attempts to manufacture iodine in Spain, in commercial quantities, during the war period when iodine was dear and scarce. Consumption in Spain is estimated at 50 tons annually, which corresponds closely with the approximate European consumption of 2 grams per head per annum.

Business Changes

MR. E. H. TURNBULL, chemist and druggist, Amble, has retired from business.

BRADSHAWS PHARMACY, LTD., are opening premises in Market Place, Wragby, Lincs, on May 2.

MR. G. FINDLAY, Ph.C., has opened a pharmacy at 14 The Broadway, Lower Edmonton, London, N.9.

MR. M. E. THACKER, chemist and druggist, has taken over the Dersingham Pharmacy, 91 Cricklewood Lane, London, N.W.2, from Mr. B. Bard, chemist and druggist.

ON and after May 11 the new address of The Crookes Laboratories (British Colloids, Ltd.) will be Gorst Road, Park Royal, London, N.W.10. Telephone: Willesden 6313 (three lines).

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Wednesday, April 29

National Association of Women Pharmacists, Inner Library, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Annual meeting.

Pharmaceutical Society of Great Britain, Exeter and District Branch, Rougemont Hotel, Exeter, at 7.30 p.m. Annual dinner.

The British Chemical and Dyestuffs Traders' Association (Ltd.). Trade luncheon, followed by annual general meeting, Comedy Restaurant, Panton Street, S.W.1, 12.45 p.m. for 1 p.m.

Legal Reports

Spirits (Medical Purposes) Regulations.—At Aberdeen Sheriff Court, on April 13, Mr. James D. Duncan, chemist and druggist, Great Western Road, was charged with having made an entry in the stock book kept by him that 20 oz. of spirit was used for the preparation of elixir heroin. et terpin., B.P.C., which entry was untrue, contrary to the Spirits (Medical Purposes) Regulations. An agent tendered a plea of "Guilty" on behalf of Mr. Duncan, who, he said, had been in business for thirty-two years. The entry was not made by the accused himself. The Fiscal read a statement by Mr. R. M. Philip, surveyor of Customs and Excise at Aberdeen, to the effect that, although only a small amount of money was involved, the matter was very important. The greatest security for the revenue was the general integrity and honesty of the members of the Pharmaceutical Society. A fine of £15 was imposed.

New Companies
and Company News

P.C. means Private Company and R.O. Registered Office.

KAYDOR, LTD. (P.C.).—Capital £1,000. Objects: To carry on business as manufacturing chemists, manufacturers of chemists' sundries, druggists, etc. The life directors are: M. Dor and L. Katzenstein. R.O.: 30 Howland Street, W.1.

CARTWRIGHTS CHEMISTS (LONDON), LTD. (P.C.)—Capital £1,000. Objects: To carry on the business of chemists, druggists, etc. The directors are: H. Wickett, chemist, Daisy V. Wickett, and S. H. Bately. R.O.: 171 Holloway Road, N.7.

MASSEYS (CHEMIST), LTD. (P.C.).—Capital £2,000. Objects: To acquire the business of a chemist and druggist as formerly carried on by J. R. Massey as "Massey" at 91 Bradshawgate, Bolton. The directors are: J. R. Massey and C. C. Rigby. R.O.: 91 Bradshawgate, Bolton.

ULTRA VIOLET RAY OINTMENTS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturing and dispensing chemists, pharmaceutists and druggists, etc. The directors are: J. Smith (director of Davy's Drug Stores (Penge), Ltd.), and E. A. Wade (director of Darby's Advertising Agency, Ltd.). R.O.: 75 Avenue Chambers, Southampton Row, W.C.1.

SHADFORTH PRESCRIPTION SERVICE, LTD.—At the third annual general meeting, held at the offices of the company on April 9, a dividend of 7½ per cent. was declared on both the preference and ordinary shares.

COMPANIES THAT MAY BE DISSOLVED.—Notice has been given in "The London Gazette" that the names of the undermentioned companies will be struck off the register three months after April 10 and the companies dissolved unless cause is shown to the contrary:—Aseptic Toilet Association, Ltd.; Soap King, Ltd.

SOHO, LTD.—The tenth annual general meeting was held on April 17, at Winchester House, Old Broad Street, E.C. Mr. F. G. Thomas, C.M.G., K.C. (chairman of the company), said that the business of the company had again shown further considerable expansion during 1930. It would be seen that after providing for depreciation and directors' fees, the net profit for the year 1930 amounted to the satisfactory figure of £73,476. After payment of the interim dividends on the "A" and "B" preference shares, there remained an available balance of £64,917. The directors propose a final dividend of 7½ per cent. on the "B" preference shares, making the dividend for the year up to the full 12½ per cent., and to carry to special preference dividend reserve a sum of £20,791. This appropriation is recommended pursuant to Article No. 7 and represents one-half of the profits for 1930 after deducting the dividends on the "A" and "B" preference shares. It is then proposed to pay a dividend of 20 per cent. on the ordinary shares, amounting to £8,276, additional remuneration to the directors under Article No. 7, amounting to £1,665, and to increase the carry-forward from £4,982 to £15,831. The company, said the chairman, is in a very strong and healthy condition and the results have been achieved in a period of general industrial depression, which still continues. The report and accounts (*C. & D.*, April 18, p. 446) were unanimously adopted.

THE BRITISH DRUG HOUSES, LTD.—The report for the year ended December 31, 1930, states that the trading profit for the year amounted to £58,085 19s. 5d., less £18,083 16s. 11d. for amortisation of leaseholds, depreciation of plant, etc., directors' fees and income tax, leaving £40,002 2s. 6d., to which must be added £10,428 4s. 2d. brought forward, making a total of £50,430 6s. 8d. After deducting gross dividend on the preference share capital for the year amounting to £12,100 (paid less tax) and 2 per cent. interim gross dividend on the ordinary shares amounting to £8,000 (paid less tax) there remains a balance of £30,330 6s. 8d., which the directors recommend should be allocated as follows:—Final dividend of 3 per cent. (making 5 per cent. for the year) on the ordinary shares (gross), £12,000 (payable less income tax); transfer to general reserve £10,000, leaving to be carried forward £8,330 6s. 8d. Many adverse factors (says the report) have combined to depress the profits, the chief being the world-wide trade depression throughout the year and the concomitant fall in values. Other influences more specific to the particular business, have been the organised boycott of British drugs and chemicals in India, financial stringency in Australia, political disturbances in Brazil and several other South American countries. The reduction in profits might well have been greater, but for the continued steady growth in the output of B.D.H. medical and scientific products and proprietaries. This highly satisfactory feature of the company's business (says the report) justifies confidence in the future.

Wills

MR. ATHELSTAN ELDER PRICE, senior partner of Price Hickman & Co., of Mincing Lane, E.C., left estate of the gross value of £53,495, with net personalty £45,044.

DR. ROBERT THOMAS HERRON, M.D., Ph.C., of 6 Victoria Street, Armagh, who died on December 30 last, left personal estate in Great Britain and Northern Ireland valued at £2,245 6s. 3d.

MR. FREDERICK WILLIAM BIGGS, of 14 Clifton Street, Stourbridge, chemist and druggist, who died on December 29 last, left estate of the gross value of £2,392 13s. 6d., with net personalty £1,081 7s. 10d.

MR. THOMAS PITKETHLY, of Devonbank, 61 Millbrae Road, Langside, Glasgow, of Bryce & Rumpff, chemical brokers, Glasgow, who died on December 30 last, left personal estate in Great Britain valued at £7,682 4s. 11d.

MR. ROBERT HOWARD, of Hetton House, Eastham Street, Clitheroe, chemist and druggist, who died on January 22 last, aged seventy-seven, left estate of the gross value of £4,719 0s. 2d., with net personalty £2,660 19s. 3d.

MR. THOMAS HENRY VAUGHAN MORRIS, of Ingarsby, Bodenham Road, Hereford, chemist and druggist, who died on November 23, aged eighty-one, left estate of the gross value of £4,186 8s. 6d., with net personalty £1,767 2s. 1d.

MR. SAMUEL MALTBY DAYBELL, of 38 High Street, Cheadle, Cheshire, chemist and druggist, who died on November 18 last, aged fifty-seven, left estate of the gross value of £6,825 7s. 6d., with net personalty £5,192 17s. 7d.

Lord Ponsonby Explains

WE have received the following correspondence from the private secretary to the Chancellor of the Duchy of Lancaster:—

Treasury Chambers, Whitehall, S.W.1,
April 17, 1931.

Dear Sir,—It has been brought to Lord Ponsonby's notice by a correspondent that a reference which he made to "people of a low moral standard" during the debate in Committee of the House of Lords on the Pharmacy and Poisons Bill has been misconstrued in pharmaceutical circles. He is most anxious that there should be no misapprehension as to the real meaning of his reference, and he feels that the publication in THE CHEMIST AND DRUGGIST of the enclosed reply which has been sent on his behalf to his correspondent might help to dispel any such misapprehension.

Yours faithfully,
HERBERT GATLIFF,
Private Secretary.

The Editor,
THE CHEMIST AND DRUGGIST, &c.

[COPY]

The Chancellor of the Duchy of Lancaster,
Treasury Chambers, Whitehall, S.W.1,
April 17, 1931.

Dear Sir,—Lord Ponsonby has received your communication of the 11th instant, and wishes me to explain that the words "people of a low moral standard" which you quote from his remarks made during the debate in the House of Lords upon the Pharmacy and Poisons Bill on March 26 had no reference whatever to pharmaceutical chemists generally. They referred solely to the possible case, with which the clause under discussion was dealing, of an unscrupulous employer requiring his assistants to break the law whilst protecting himself against prosecution by displaying a notice in the shop.

It is a matter for regret to Lord Ponsonby that his remarks should have been construed as being a reflection upon pharmaceutical chemists, of the importance of whose services to the community he is well aware, and whose professional status it is the intention to maintain and raise by the proposed legislation. He has arranged that the official Report of the proceedings shall be corrected so as to make his meaning quite clear.

Yours faithfully,
(Sd.) HERBERT GATLIFF,
Private Secretary.

Pharmaceutical Society
of Northern Ireland
Council Meeting

THE monthly meeting of the Council was held in Belfast, on April 17, the president (Mr. S. S. Badger) in the chair. There were present also: Messrs. James Dundee (vice-president), Fred Storey, W. J. Hardy, H. Todd, J. E. Connor, S. Gibson, W. Martin, H. McRoberts, W. S. Taylor, John Maxwell, R. I. Edwards, J. F. Grimes, Professor Small and Dr. Acheson. Mr. D. L. Kirkpatrick (secretary) was in attendance. An apology for absence was received from Mr. A. C. McBride.

DEATHS

Sir Thomas McMullan wrote acknowledging the Council's letter of sympathy on the death of Lady McMullan.

Mrs. Minnie Whaley wrote acknowledging the receipt of the Council's letter of sympathy on the death of her uncle Mr. W. Shaw, Ph.C., Grosvenor Street, Belfast.

The secretary announced the death of Mr. Thomas J. Orr, Ph.C., the Medical Hall, Aughnacloy, and permission was granted to Miss Orr to carry on the business with a qualified man, pending the sale of the business.

OTHER BUSINESS

The clerk of Petty Sessions, Dungannon, forwarded £1 13s. 4d., two-thirds of a penalty imposed at Dungannon Court, which was bound by law to go to the Society.

Correspondence was read from the Pharmaceutical Society of Great Britain on the Bill now before the House of Lords, and a committee with Council powers was appointed to deal with the matter.

On the motion of Mr. TODD, seconded by Mr. MARTIN, John Cecil Watts, Ardglass, co. Down, and Robert Alexander McKee, 26 Glenbrook Avenue, Belfast, were elected members of the Society.

Pharmacy and Poisons Bill

WE have received the text of the amendments to be moved on Report by Lord Cozens-Hardy. The following are the principal emendations proposed:—

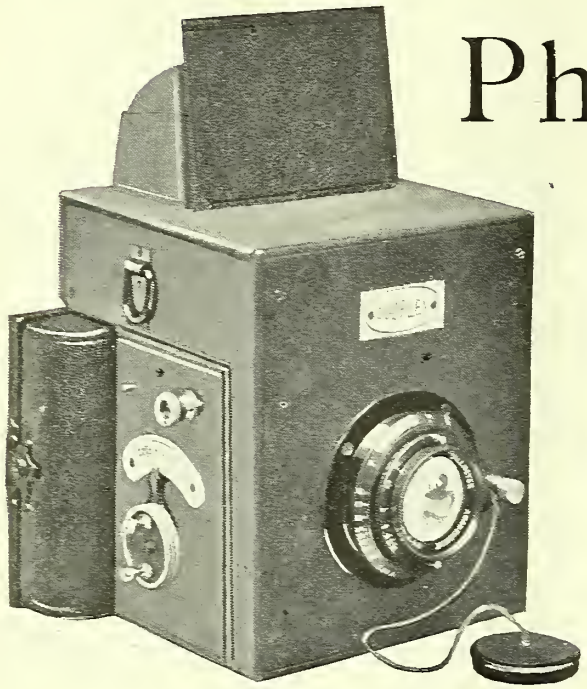
Clause 8, page 6, line 14, at end insert "Provided that if the Chairman is prevented by illness or otherwise from attending any meeting of the Committee, the Privy Council may appoint a deputy who shall have all the powers of the Chairman."

Clause 17, page 12, line 26, at end insert "Provided that where the Secretary of State proposes to confirm the List with modifications the Secretary of State shall inform the Poisons Board of the proposed modifications and give to the Board a reasonable opportunity of making any observations with respect thereto, and shall, before finally confirming the List, take into consideration any observations so made."

Clause 24, page 23, line 29, at end insert "Provided that any order confirming with amendments the Poisons List as submitted to the Secretary of State by the Poisons Board, or amending or varying the Poisons List otherwise than on the recommendation of the Poisons Board, or making rules under section twenty-one other than rules recommended by, or approved by, the Poisons Board, shall, when so laid before each House of Parliament be accompanied by a statement of the reasons of the Secretary of State for so making such order or rules without the concurrence of the Poisons Board."

THE COLORADO BEETLE.—The Minister of Agriculture and Fisheries has announced that it is necessary to take further precautions against the introduction of the Colorado beetle into this country. The regulations at present in force prohibit the importation from France of potatoes, tomatoes and living plants grown within 40 kilometres of any place where the beetle has been known to exist. An Order which has now been issued under the Destructive Insects and Pests Acts, 1877-1927, and comes into force on May 4, extends this radius from 40 kilometres to 75 kilometres. Copies of the Order may be obtained on application to the Secretary, Ministry of Agriculture and Fisheries, 10 Whitehall Place, London, S.W.1.

The Business Side of Photography



In the following paragraphs particulars are given of apparatus of interest to PHOTOGRAPHIC CHEMISTS

The DUOFLEX — a notable advance in camera design

THOUGH not so marked as in the case of motor cars, each year sees the introduction of new, or modifications of existing, cameras, and it is essential that a photographic dealer who is keen to do business should keep himself abreast of the latest developments. One way of acquiring the requisite knowledge is to study the catalogues issued by every manufacturer of apparatus and accessories. A tedious procedure! So unnecessary, too, as in the following pages dealers will find all the information they require to form an idea of the latest trend in design, and as to which goods are best suited to their own class of trade.

Actina, Ltd.

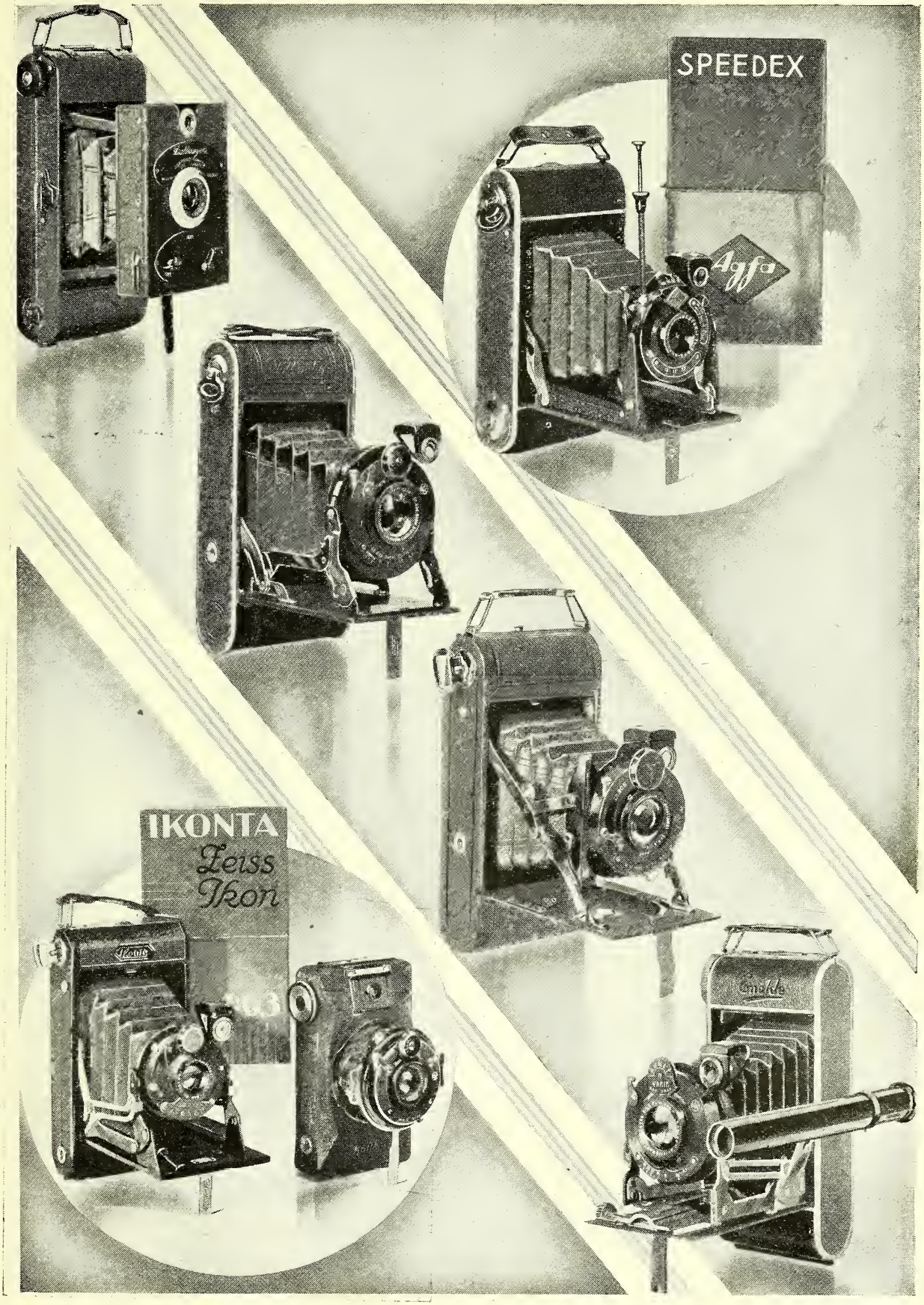
Most photographers who have used film packs have at one time or another achieved out-of-focus results owing to faulty register of the film, and to overcome this difficulty a novel film pack adapter has recently been introduced by Actina, Ltd. This is illustrated on p. 476. Inspection of the inner "wall" of the groove shows that as soon as the cover-slide is withdrawn the film pack presses this inner "wall" against the outer frame, so as to suppress the groove which was occupied by the cover-slide, and the film pack is then exactly in the same register in the camera as a plate (instead of being ont of focus by the width of the cover-slide groove). On closing after exposure the slide pnshes back the inner "wall" and creates again for itself a groove between the inner "wall" and the onter frame. Another interesting product supplied by the company is Silva paper, a new bromide paper with a base which enables striking results to be obtained, as owing to the sheen the finished print looks as if it had been printed on metallic silver. Chemists who are also photographers are recommended to try this paper for landscapes and night scenes.

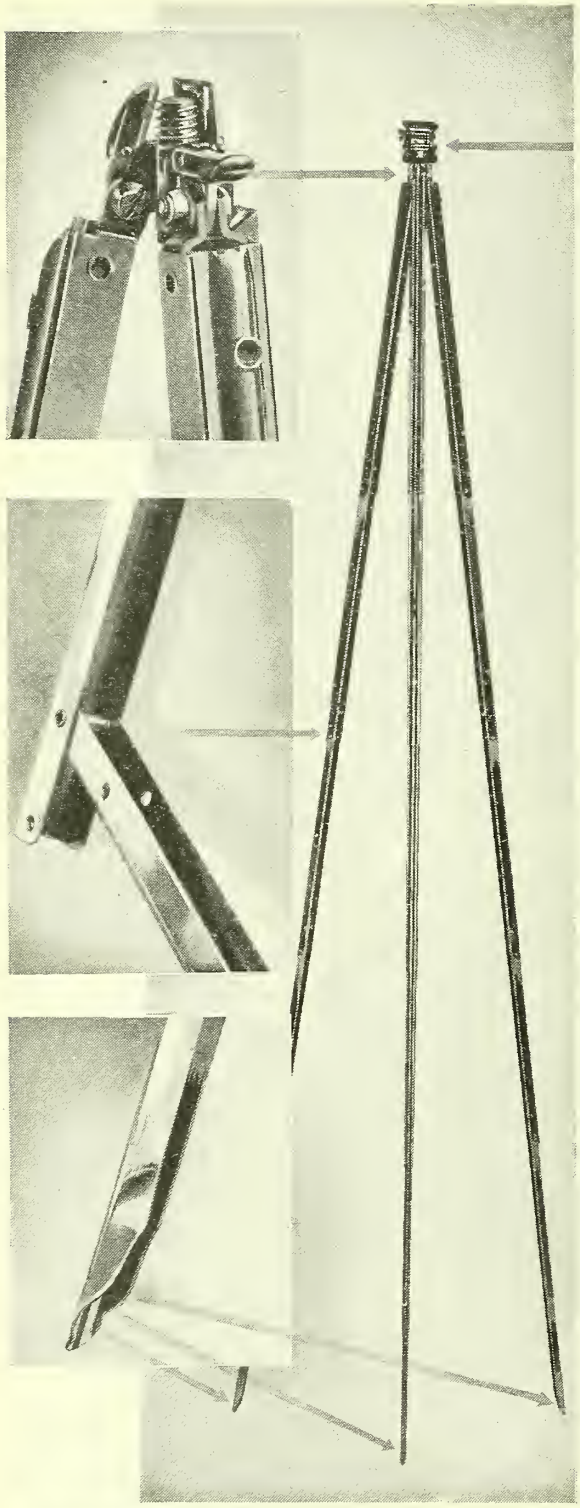
Agfa, Ltd.

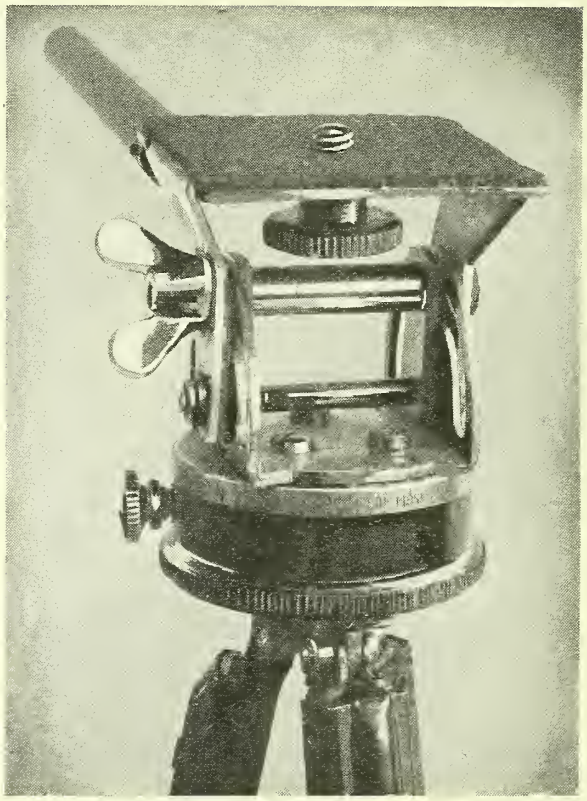
The cameras manufactured by the company have become very popular on account of their simplicity, efficiency and reasonable price. The latest innovation is embodied in Model 264, a roll-film ($3\frac{1}{4}$ in. by $2\frac{1}{4}$ in.) apparatus, and takes the form of a distance gauge fixed to the side. In use, the camera is placed for exposure, and the cover of the gauge thrust on one side as far as it will go, thus uncovering the aperture of the sight. When taking an oblong picture, the subject is viewed through the gauge and over it. In doing this, the image seen appears more or less separated from the image viewed directly. Now, by operating the focusing lever of the lens, the two images are caused to coincide. The camera is now in sharp focus on the subject. With the camera upright, it is obvious that horizontal lines are broken in the gauge, the two images appearing at different heights. For some time now users of plates have been able to obtain material of exceptionally high speeds, but Messrs. Agfa have gone further, in that they have provided users of roll film and film packs with a correspondingly high H. & D. figure, namely, 1,300. The extreme speed and great orthochromatic value of this film, in conjunction with complete freedom from halation, serve to extend the scope of the roll-film camera and to render it available for more varied purposes. In comparison with the ordinary film the extreme speed allows of considerably shorter time and shntter exposures, even with lenses of medium aperture, under conditions of light which otherwise would be regarded as impracticable. The colour-sensitiveness is so greatly enhanced that light-filters require very much smaller factors, whilst a better tone-rendering of coloured subjects is obtained even without the use of a filter.

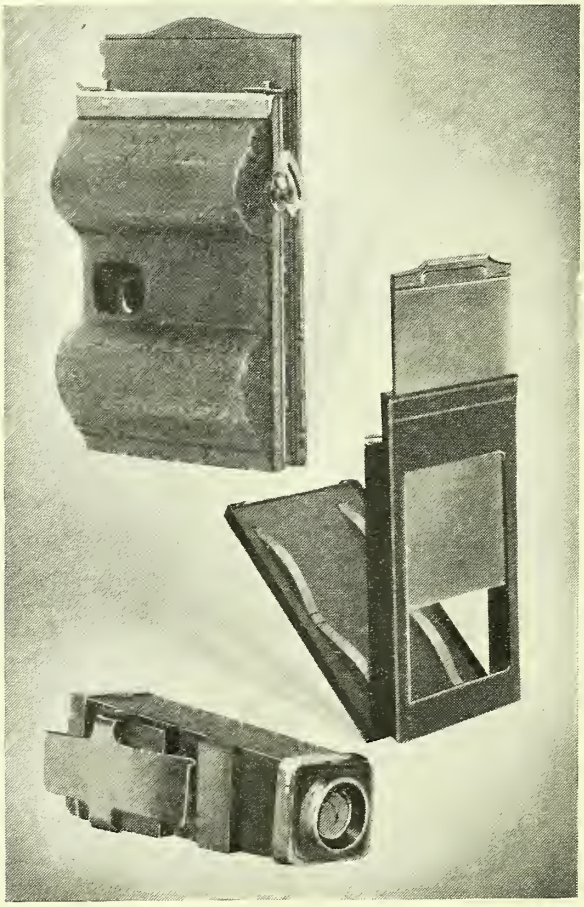
Profitable Photographic Products

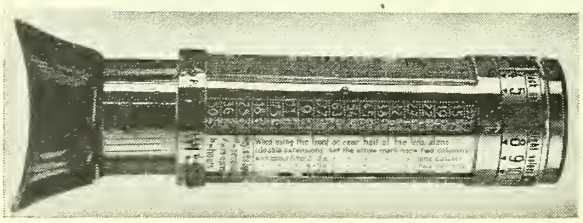
The judicious use of colour in a photographic print greatly increases its appeal and creates an atmosphere of reality which is lacking in the ordinary black and


SPEEDEX
Agfa
IKONTA
Zeiss
Ikon









white reproduction. For example, there must be thousands of negatives of woodland and country scenes which are worthy of more than a passing interest. The use of Tabloid Green Toner fixes in a vivid fashion the actual scene at the moment when the photograph was taken. In the season which is just started the chemist may well remember the opportunities which this preparation provides for increasing his turnover by introducing this product to the notice of his customers, besides reviving interest in their past work. Tabloid toners are also issued in the following colours: Blue, sepia and brown. Not so very long ago a dark room was one of the essentials of photography, but desensitisers have altered that state of affairs. With the aid of Tabloid Desensitiser development can be conducted anywhere by means of candlelight or similar subdued illumination. Tabloid Desensitiser is also invaluable to the more advanced worker who uses panchromatic material, as it permits of development in a fair amount of yellow light. Tabloid Toners and Tabloid Desensitiser, which are issued by Burroughs Wellcome & Co., have an additional claim for the chemist's attention because they in no way compete with his own preparations. An interesting story was told recently about the Wellcome Exposure Calculator, which annually renews what is, in fact, its perennial interest to all photographers—amateur and professional alike. During the severe snowstorm on the morning of March 9, a photographer telephoned to Burroughs Wellcome & Co. He unfolded a tale of woe. He had the unusual opportunity of photographing snow scenes in Central London, but he had left his Wellcome Exposure Calculator at home. To guess the exposure was too risky; there was no time to fetch the handbook. In his dilemma he had the happy thought of referring to the publishers by telephone. Turning up the office copy of the Wellcome Photographic Handbook the clerk gave the correct exposure in a few seconds. The distinctive portion of the Exposure Calculator is shown on p. 484. The company has just issued an informative booklet on "The Essentials of Photography," a copy of which will be sent to anyone on request.

Coronet Camera Competition

The Coronet Camera Co. announce that they are organising a big essay competition this summer. They are publishing a book entitled "The Prince of Hobbies," which is being supplied to schools all over the country, and general knowledge lessons are being given based on it. Scholars are being invited to write essays on the lessons and the book, and to forward them to the firm each month. The prizes are being given through the retail chemist, so that he will get his full retail profit on every prize awarded. Messrs. Coronet inform us that they have made improvements in their No. 2 box camera, and now it is also fitted with a portrait attachment. The retail price remains the same. The same remarks apply to the folding pocket camera. The Coronet de luxe camera is a self-erecting one available in five different finishes and incorporating a time and instantaneous shutter, a reversible view-finder and portrait attachment. It is remarkable value for the money.

Criterion Plates, Papers, Films, Ltd.

Of particular interest to the photo-finisher are the two gaslight papers, namely, Bygas, a rapid gaslight paper with latitude that permits forcing, the working speed of which offers a considerable saving of time and lighting, and Criterion D. & P. Gaslight paper for workers accustomed to the slower printing speeds. Both these papers are made in three grades, soft, ordinary and vigorous. Bygas is made with glossy, silky and matt surface, and D. & P. with glossy, silky and a new grained silky surface. The grained silky D. & P. Gaslight paper has been produced for those workers who wish to break away from the everlasting glossy and velvet types. The surface, which is grained into pinpoint facets, scintillates from the reflections of light: incidentally it is this feature which dispenses with any need for glazing. It is made on white and cream bases, the cream imparting a sunshiny effect to the picture. For workers who like a still more rapid paper, Criterion bromide will appeal: this possesses a latitude that enables batches of prints to be handled in the developer at once. Ordinary, hard and extra hard grades are manufactured, which are available in glossy, silky or matt surfaces.

J. H. Dallmeyer, Ltd.

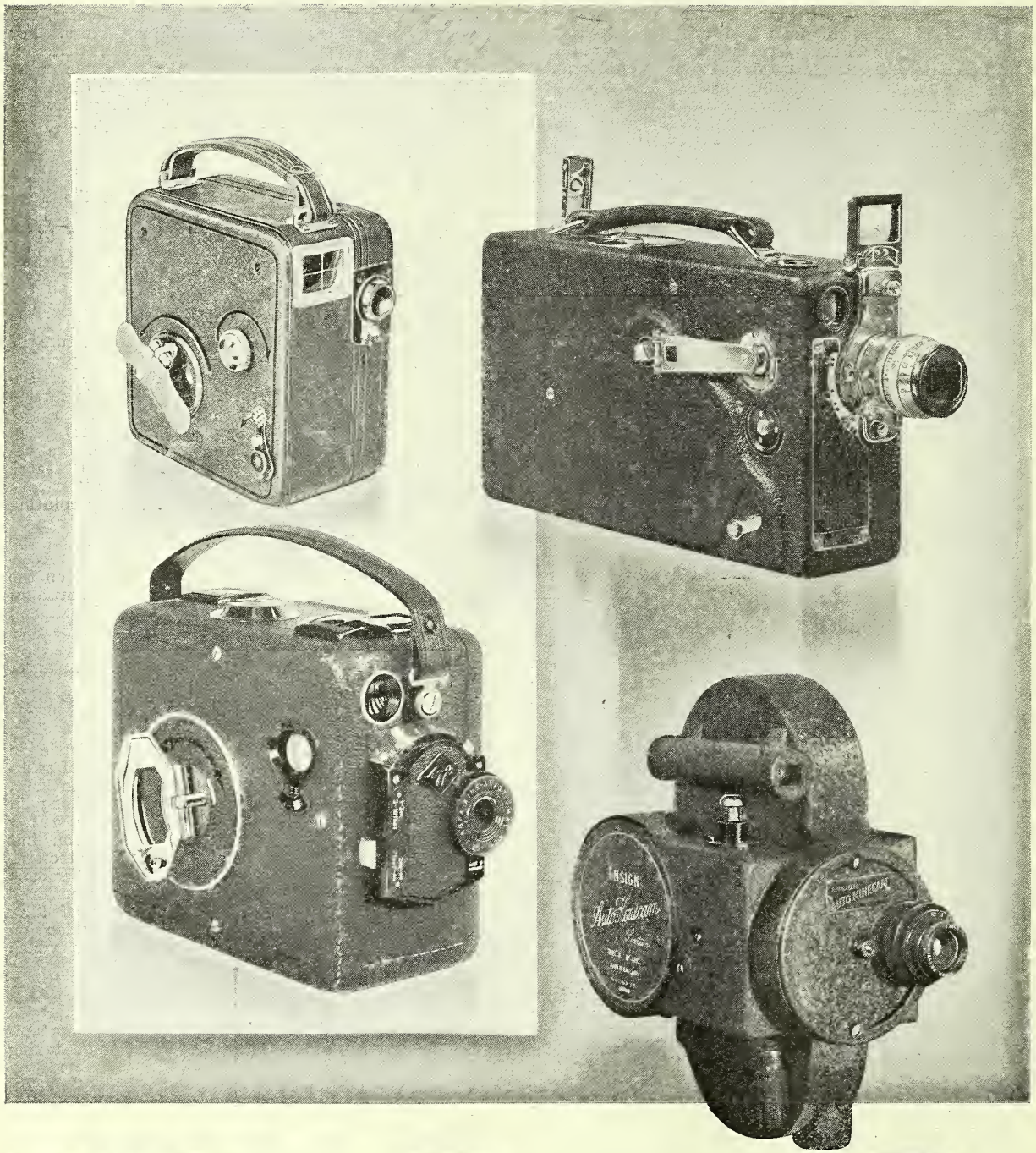
Few cameras are simpler to operate than the Dallmeyer snapshot series, one of which is illustrated on p. 475. The first was introduced about three years ago, and that apparatus, which accommodated film packs, was remarkable for its compactness and simplicity in operation. The newer camera retains all the noteworthy features of its predecessor, but is for use with roll film (No. 20) instead of film packs. It is fitted with an anastigmat lens, the full aperture of which is $f/6$. The camera opens for use by pressing two "buttons" situated one on either side of the instrument, when the front of the apparatus is carried forward. The full aperture is obtained when the indicator is set at "dull," the alternative ($f/11$) being "bright." Further, to control the exposure, the between-lens shutter allows two different speeds ("fast" is approximately 1-40th second and "slow" 1-20th second) and time. Focusing is carried out by rotating the inner front rim on the lens to either "near," "medium," or "distant," and the shutter is on the "everset" principle. The viewfinder is of the reflecting type.—Messrs. Dallmeyer have lately placed on the market a lens cleaning outfit, comprising a bottle of fluid, a soft linen handkerchief, camel hair brush and chamois leather, packed in a neat box, as will be seen on p. 484. This outfit is one which dealers should have no difficulty in selling, particularly as in few instances are they handling a competitive line.

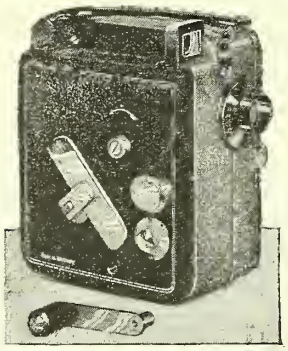
John Dickinson & Co., Ltd.

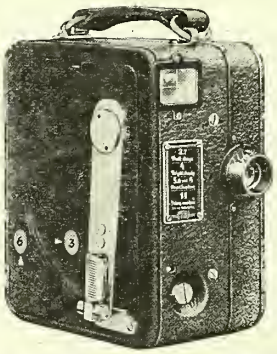
Comparatively few dealers develop their trade in albums to the extent they might do by means of salesmanship and a little trouble. Most people—in fact, everyone—possessing a camera, require something in which to keep their prints, it may only be a few frames, folder mounts or an inexpensive album, but it is such combination sales as these which increase turnover and profit. Few manufacturers can offer such variety of choice in these lines as the one mentioned above, and dealers should write for a copy of their illustrated price list which contains information on other matters of interest as well as that to which reference has been made.

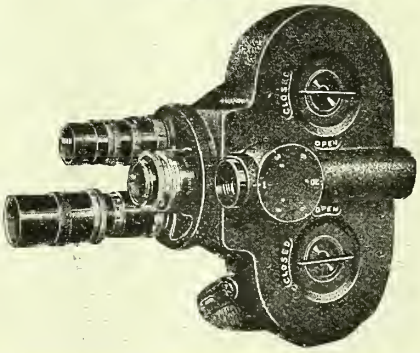
Ensign, Ltd.

Many photographic chemists are missing opportunities of selling medium-priced cameras by not taking advantage of the hire-purchase facilities offered by manufacturers. Selling apparatus on the "out-of-income" system involves the dealer in little, if any, risk of loss. Among the well-known camera makers able to assist dealers in this way are Ensign, Ltd., who, in addition to offering a wide range of inexpensive box-form cameras, also make a number of instruments eminently suitable for selling on the above terms. Among these may be mentioned the Speed Film Reflex, the Florentine Bronze Carbine No. 7 and the Carbine No. 5. Apart from what is still a novelty—a daylight loading roll film ($2\frac{1}{4}$ in. by $3\frac{1}{4}$ in.) reflex camera—the first mentioned model is sold at an outstanding price. As regards material, it is mahogany throughout, covered with fine grain morocco, reinforced with metal. Of its utility, the mirror is optically worked and surface silvered; the shutter is self-capping, with varying speeds of 1/25, 1/40, 1/50, 1/75, 1/125, 1/250, 1/500 sec., and Time. The shutter is set by one movement and speed variation by one movement; loading is as simple as with an ordinary box camera.—Carbine No. 7 is a delightful camera to handle. It is finished in Florentine bronze, proofed double-lined





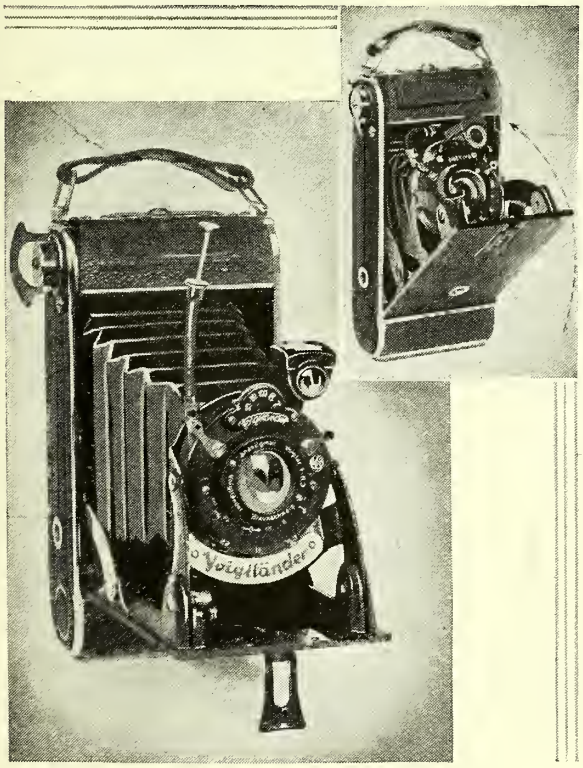


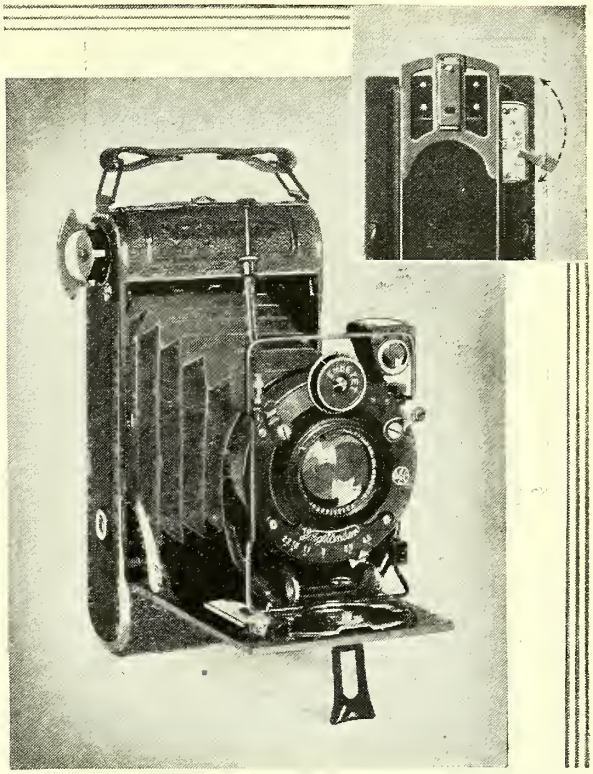


Russia leather bellows, bolted back and front, and has new hinged spool pins, silent winder, cast front with rising movement, direct vision wire type view finder with back sighter plate, also with reflex type of finder, with radial focussing up to 4 ft.—The Carbine No. 5 is one which should lift the mind of the 25s. purchaser to the first step towards luxury photography at a popular price. It has a brass body, leather covered, leather handle, leather bellows, rigid "U" front, direct vision view finders, automatic infinity catch and focussing scale. The Trichro shutter allows a speed variation of 1/25 to 1/100 sec.—A useful little accessory made by the company is the Ensign Universal Measure. Provided with English and metric fluid graduations, it is also graduated for measuring bulk chemicals, so that it is possible in this way to dispense with weighing apparatus.

Finlay Process of Colour Photography

The Finlay colour process (Finlay Photographic Processes, Ltd.) is a method of taking a photograph of a subject in natural colours with one exposure and at a high rate of speed. For this purpose there is required; (*a*) A taking screen. This is a glass plate on which has been coated in basic dyes by a regular sequence of small squares in the three primary colours of the spectrum. The taking screen is placed in a dark slide in close contact, film to film, with a panchromatic plate. When the plate is exposed in the ordinary way the light passes through the screen on to the panchromatic plate and gives a record of the colour values of the subject photographed. (*b*) A compensating filter is either placed in the lens of the camera, or if used in the form of a sealed filter is screwed on in front of the lens. The purpose of the filter is, of course, to equalise the speed with which the different colours of the spectrum are recorded on the sensitive plate. (*c*) A viewing screen which, in formation, is precisely the same as a taking screen, but in general coloration is slightly different. When the negative plate has been exposed in the ordinary way and developed, a positive is made by contact, also in the ordinary way, and this positive is then bound up with the viewing screen. Seen

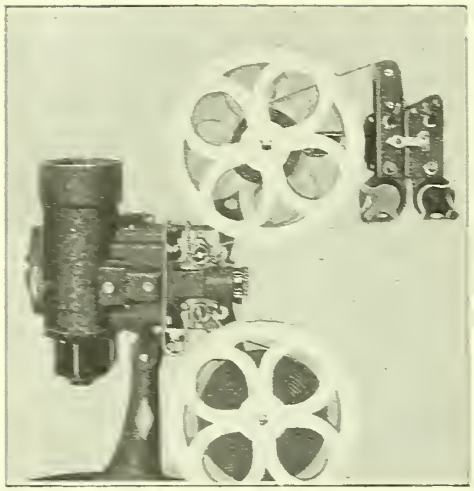


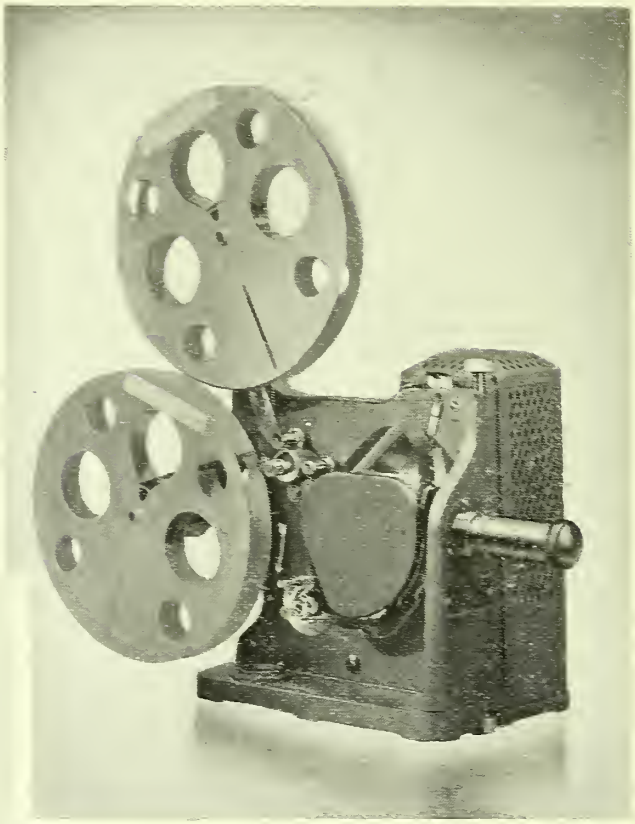


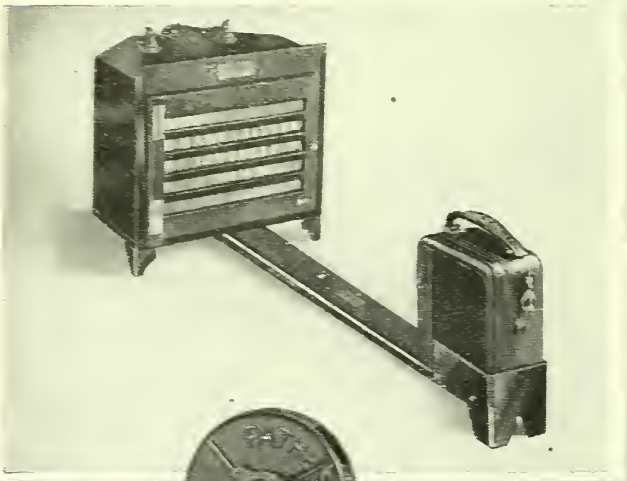
through the viewing screen the resultant transparency gives a true and brilliant record of the natural colours of the subject which has been photographed. The latest invention of the company is the combination of a positive plate and a viewing screen in one. This one plate, which is known as a positive colour screen, is made by coating an ordinary Finlay viewing screen with a soft positive emulsion. The viewing screen when so coated becomes a positive colour plate, and this positive plate is used in the dark room for making by contact with the panchromatic negative a positive colour screen. It should be observed that negatives taken by the Finlay process can be duplicated indefinitely on glass, either for use as lantern slides or as transparencies. Special trial outfits are supplied, particulars of which are obtainable on application.

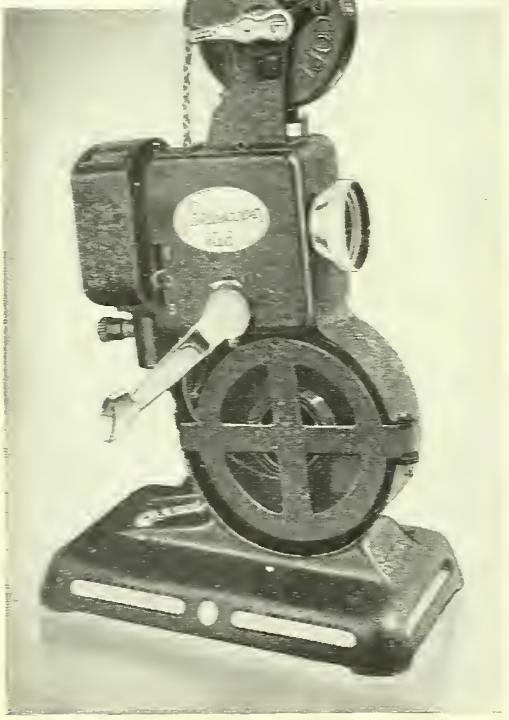
Two Interesting Cameras

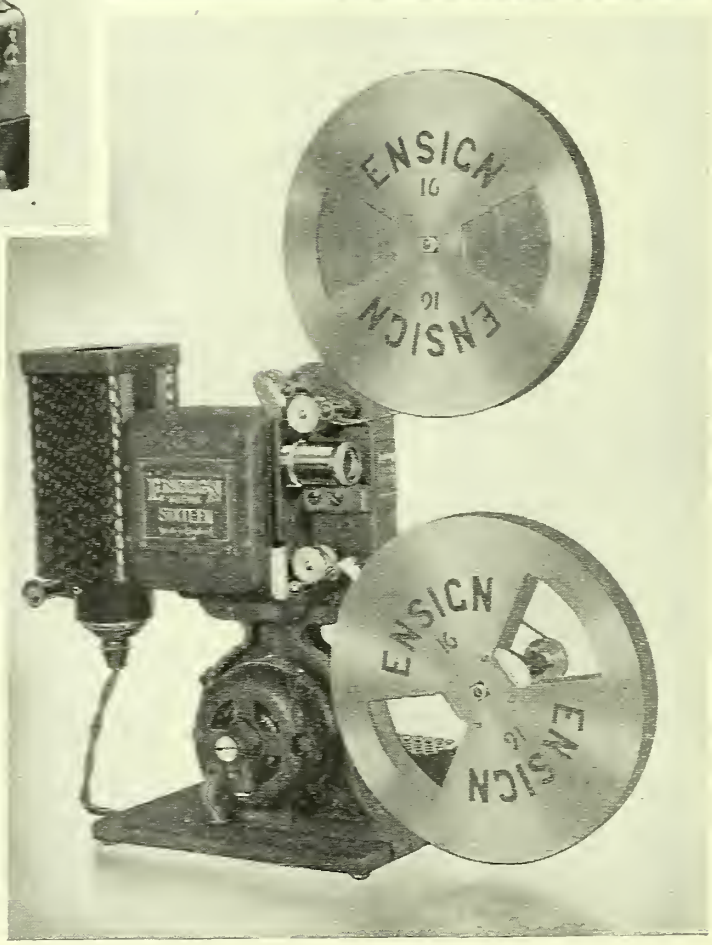
Two cameras incorporating some interesting devices are being supplied in this country by Fotet Camera Co., and they are illustrated on pp. 475 and 482. The Enolde is a 3¼ in. by 2¼ in. roll-film folding apparatus, which is not only self-erecting, but it has an unusual focusing and view-finding device in the form of a telescope fixed at the back with a stud which drops into a hole in the side of the camera at the back, and in front with a stud that connects with the lens support. The rear stud carries the body of the telescope, while the front stud moves a lens-carrying collar which slides within the main tube of the telescope. Through the eye piece at the back of the telescope the user sees a small circular ground glass screen on which the image thrown by the telescope lens is received. As the focusing movement of the camera is operated, the moving lens front draws the sliding telescope objective along with it, so that when a given object is seen to be in focus on the screen it is also correctly focused in the camera. Hence for taking close objects the camera is focused until the image is sharp in the telescope, and the shutter is at once pressed, with the camera held at eye level. In this way the user makes certain that his desired object, whether at 3 ft. or infinity, is exactly focused. The camera may be handled in the







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ordinary manner by means of a focusing scale and a brilliant view-finder, if preferred. The body of the camera is covered in black grain leather, and has aluminium edges, and it is supplied with various $f/4.5$ lenses.—The Fotet is a compact little camera, which gives sixteen pictures on a vest-pocket film. On pressure of a knob the lens front springs out and the view-finder opens up ready for use. The camera is quite simple to use, the least-expensive model, which gives sharp pictures from 5 ft. to infinity, not even requiring to be focused. The back of the instrument has two "windows," and on winding the film an exposure is made when the number is seen first in the one and then again when the same figure is seen in the second "window." The Fotet is available fitted with various lenses and shutters.

Garner & Jones, Ltd.

Ihagee cameras, for which the above company are the distributors, are manufactured in a wide range of models, including self-erecting, double extension, focal plane, reflex and stereoscopic (see p. 482). Each is available with various lenses, and in many cases there is a choice of shutter. The bodies are in most instances made of metal and covered with leatherette, exposed metal parts, such as baseboards, being black enamelled with nickel fittings. The cameras are well made and prices reasonable.—Another interesting piece of apparatus for which the company are the agents is the Bewi exposure meter, a photograph of which is published on p. 476. On looking through the eyepiece the picture to be taken remains visible on a blue ground glass screen—you see what you aim at. A ring of numbers represents the light "factors." The highest visible number is taken, and the arrow pointer on the band turned to correspond with it. Then the exposure is read off on the scale opposite to the lens aperture in use. Various plate speeds are provided for. In addition there is a table of speeds suitable for moving objects, and a depth-of-focus table. Also, a table for the filter values, and one for double extension work, when photographing near objects. The instruction book contains a table to ascertain exposures with ciné cameras.

R. F. Hunter, Ltd.

This company might be described as the photographic dealers' universal provider, for there seems to be scarcely an article used in the business that they are unable to supply in one or more forms. In cameras, for example, there is an excellent range of those made under the ægis of Dr. Nagel, of which the Vollenda and the Ranca, being typical, are illustrated on pp. 475 and 482. The former is self-erecting, extremely simple to load, owing to the book-form body, radial focusing and fitted with a $f/4.5$ lens. The Ranca is another inexpensive apparatus which conforms to modern ideas. It takes the ordinary vest-pocket film and gives sixteen pictures each $1\frac{5}{8}$ in. by $1\frac{1}{4}$ in. Since it possesses no "frills" it is sold at an exceptionally moderate price. The body is of light metal, leather covered. Focusing is performed by the revolving mount which carries the lens cell. It is scaled in feet for various distances which enables close objects to be taken without an auxiliary lens. In addition, for simplicity the words "portraits," "groups" and "landscapes" are engraved on the scale. No bellows are necessary, as the lens and shutter are built out on a special mount. It is fitted with a $f/4.5$ lens and a three-speeded shutter which also allow time and bulb exposures. Loading is simple in the extreme. Chemists who are contemplating the equipment of a developing and printing department should write for copies of the company's catalogues, as they will find much of interest in the way of apparatus and accessories.

Photographic Chemicals

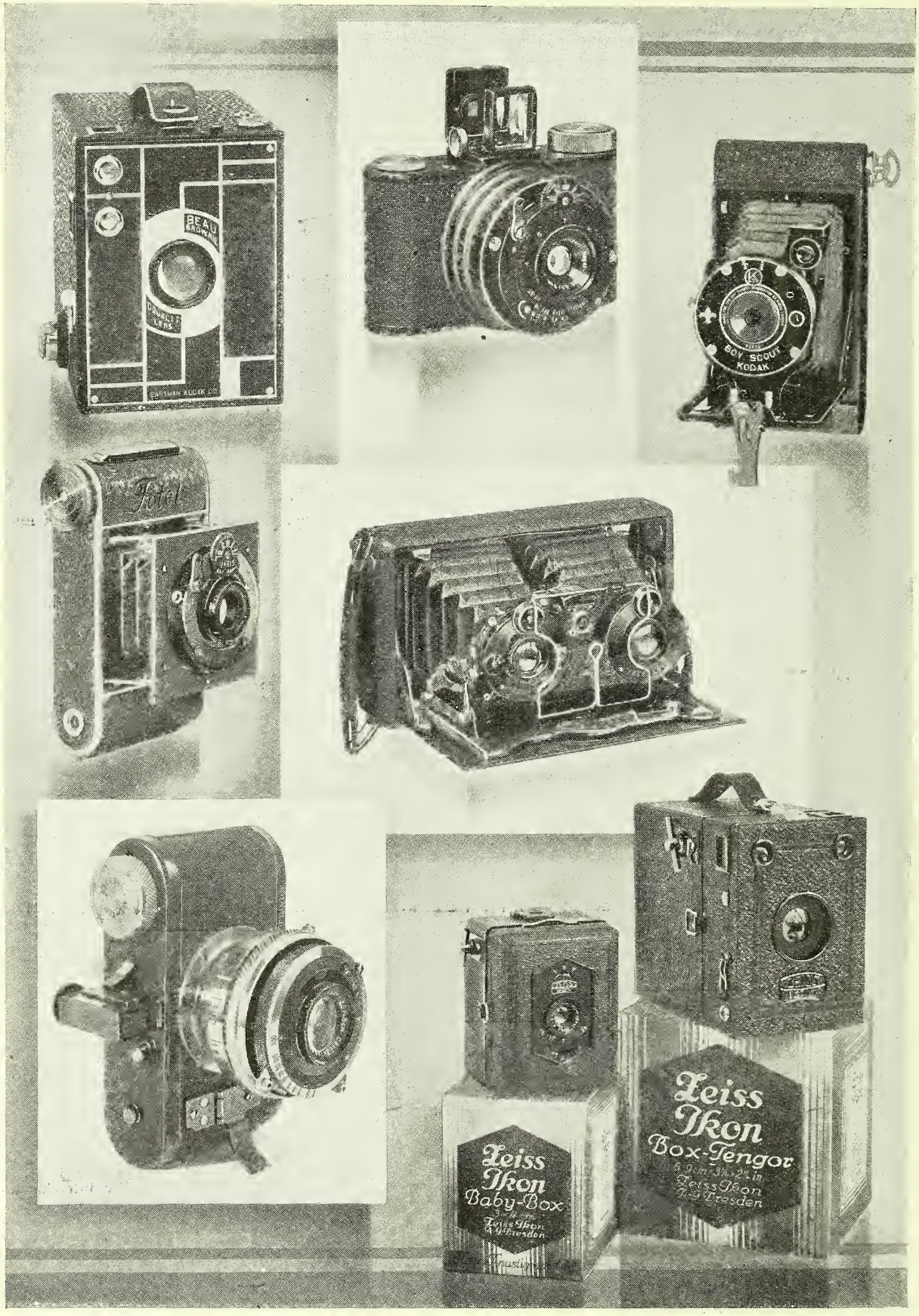
The chemical side of photography is one of the chief activities of Johnson & Sons, Manufacturing Chemists, Ltd., who supply their products in large or small quantities, packed or in bulk. Among the lines which are in increased demand at this time of year are Metol-Quinol and Gaslight packet developers, while among other chemicals which the company put up in a convenient form for sale are amidol developer, Vedol Scaloids (universal developer) and acid hypo. For chemists who run a developing and printing department they supply three developers—Endura, Standard and Speedy. The first-named is particularly suitable where only small quantities of spools are received and where the periods between the recognised holidays are very slack. The Endura tank developer retains its working efficiency for many weeks, provided it is not photographically exhausted. The Speedy is prepared specially for those departments which like to keep their work to a "time" standard, and must therefore constantly be using strengtheners, and for this purpose this series is supplied with a very large packet of the strengthener. The Standard series, however, are still the most popular because of the great efficiency and easy manipulation. Messrs. Johnson also prepare a special Gaslight developer, which they supply in bulk for D. & P. work. It is compounded according to a formula that is suitable for all makes of paper and gives results free from stain or fog.

Kodak's Latest Invention

It is forty years since the first roll film was introduced by Kodak, Ltd. On this followed the daylight-loading Kodak film; then came non-curling Kodak film; and now there is Verichrome film. The last-named is a double-coated film, that is, it has two layers of sensitive silver emulsion: a fast one to trap the elusive shadow detail, and a slow one to catch the delicate variations of brightness in brilliant sparking highlights. Owing to its greater speed Messrs. Kodak state that it increases by at least 25 per cent. the number of hours in a day during which pictures can be made successfully. Verichrome film, because of its double coating, allows even more latitude than that allowed by ordinary Kodak film. What this means is that even if over-exposed by 6, 10, 15, 20 or even as much as 100 times the correct exposure, a good picture can still be obtained. The film is very sensitive to colours—greens and yellows—much more so than is ordinary film. In addition to being double-coated, it has also a non-halation backing, which red colour disappears in a few seconds in the developing solution without harming the solution or staining the hands. The film is translucent, not transparent. A new exclusive process gives the film a sparking ground-glass effect. Verichrome film costs very little more than ordinary roll film. It is available in all the popular amateur sizes, and in film packs. The red and black chequered band on the familiar Kodak carton is the distinguishing feature. The company's latest box-form camera, the Beau Brownie, is illustrated on p. 482. Another apparatus which should achieve perennial popularity is the Boy Scout (p. 482) and Girl Guide Kodak for vest pocket roll film.

The Leitz Leica Camera

This small camera with outstanding features has been supplemented by several useful additions. There is a model with interchangeable lenses which has been welcomed by many amateurs and experts. Besides the standard Elmar lens $f/3.5$, there is now an Elmar $f/4.5$ lens for distant work, and Elmar $f/3.5$ lens with a specially wide angle, and last, but not least, a Hektor $f/2.5$ lens. All lenses are readily interchangeable by a screw flange, and each lens possesses its own focusing scale. Although the advantages of the interchangeable Leica model are obvious, the standard Leica with $f/3.5$ lens continues to be the all-round camera. The latest feature of the Leitz Leica lenses are depth of focus collars, showing at a glance the range which at a given distance and aperture will appear in perfect focus. A special universal viewfinder is provided for


BEAU BROWNIE
BOY SCOUT
KODAK
Zeiss Ikon
Baby-Box
Zeiss Ikon
Box-Tengor

use with all the various Leica lenses, and the range-finder for the long focus lens has a larger scale with subdivisions to ensure greater accuracy. Another most interesting Leica addition is a stereo-attachment. It is shown in position on the camera on p. 484. This is a prism arrangement which, by means of an arm, is held in the clip for the rangefinder. It is most convenient to manipulate and the increase in exposure is very small. The particular advantage of the novelty is that the two photographs need not be transposed; they are immediately in the right position, and by printing them on a positive film, may be viewed in a Leica stereoscope. Needless to say, by enlarging the usual type stereoscope may be used. The ease and simplicity with which the stereo attachment is used will certainly gain the appreciation of those interested in this branch of photography. There is another improvement to be recorded as far as the developing process of the Leica films is concerned. The developing tank with celluloid apron which hitherto has been a metal box, is now made of a Bakelite type of material and the solution may be filled in and emptied in daylight. The centre core is hollow and takes a thermometer.

H. E. Manistre

At the beginning of this article is an illustration of the Duoflex, a British-made apparatus which departs in several respects from the general design of reflex cameras on the market at the present time. On account of the arrangement of the mirrors and focusing screen the camera can be used either at eye or waist level. Everyone who has used the ordinary focal plane shutter for any length of time is aware of its shortcomings, but such troubles have been avoided in the Duoflex by a shutter of entirely new design, and which, it should be noted, works at $\frac{1}{16}$ in. from the sensitive surface of the film, the camera being designed for $3\frac{1}{4}$ in. by $2\frac{1}{4}$ in. roll film. The shutter comprises two pieces of metal arranged so that their edges next to the film form an apex, and on operating the release the plates open up square. One movement of a knob is sufficient to set this ingenious arrangement, which allows a range of speeds as well as time exposures. The lens is a Dallmeyer $f/4.5$ (other makes can be supplied), which is fitted in a helical focusing mount. The overall dimensions of the camera are 6 in. by $4\frac{1}{2}$ in. by $4\frac{1}{2}$ in., and it weighs $2\frac{3}{4}$ lb. This extreme lightness is achieved by a case of all-metal construction, with the exception of the morocco covering.

Peeling & Van Neck, Ltd.

The attention of *C. & D.* readers has on previous occasions been drawn to the excellence of the photographic apparatus bearing the name of Voigtländer and supplied in this country by Peeling & Van Neck, Ltd. A typical example of the value offered in cameras is the Bessa, a folding roll-film ($3\frac{1}{4}$ in. by $2\frac{1}{4}$ in.) instrument with a delayed action shutter. The latest model has been re-designed so that it is now more compact and it has a $f/6.3$ lens. The self-erecting principle, besides being one of the most rigid on the market, is so simply yet soundly constructed that it would suffer a lot of inconsiderate usage without being damaged.—Another instrument which may be recommended is the Rollfilm, by the same makers. It is supplied for the $3\frac{1}{4}$ in. by $2\frac{1}{4}$ in. and other sizes of roll film, and there is a choice of lenses and shutters. These cameras are of a remarkably compact construction, the body being only slightly larger than the average V.P.K. cameras. The radial focusing is accurate, and the film loading is the simplest possible, there being no pins at all. The cameras are covered with the best fine-grained leather, and have nickel-plated edges. The Embezet shutter is a three-speed (1/25, 1/50, 1/100, B. & T.), and incorporates a delayed action device.—The attention of readers is particularly drawn to the tripod illustrated on p. 476, which, it will be noticed, is a notable advance in the design of these accessories. It not only folds to small compass, but when fully extended is extremely rigid.

A. O. Roth

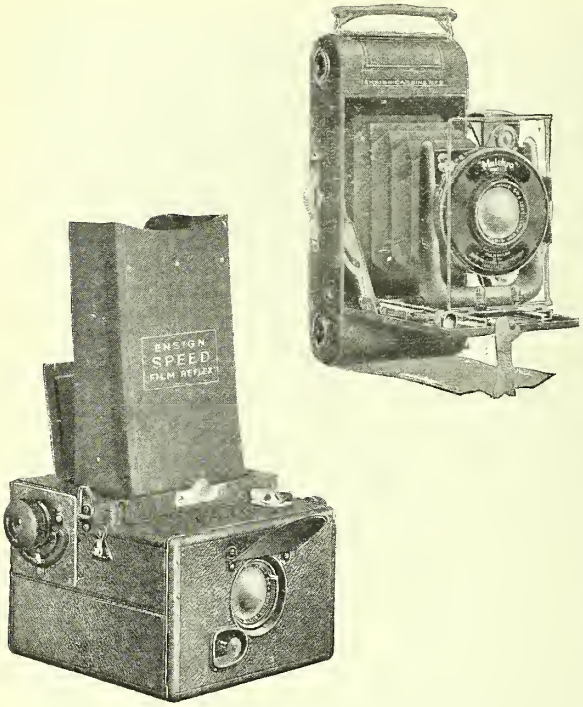
Mentor cameras, for which A. O. Roth is the distributor, are representative of the finest photographic apparatus on the market, and this cannot fail to be appreciated by anyone handling the Threefour. The camera gives sixteen negatives of the No. 27 film; it measures approximately 1 in. by 2 in. by 4 in., and weighs less than 1 lb. with the lens. The last-mentioned is a Zeiss Tessar $f/3.5$ of 2 in. focus in a focusing mount, scaled in distances from infinity to one yard. The compur shutter allows the usual range of exposures and the negatives can be enlarged to a considerable size. The apparatus is shown on p. 482.

Sands, Hunter & Co., Ltd.

Among the many interesting accessories which are obtainable from the above-mentioned wholesalers are the Rolex roll-film holder, the Rhaco direct vision view-finder and the Orthoplan yellow (shown on pp. 476 and 484). The Rolex is for adapting plate cameras to the use of roll film. It is made of metal and is supplied to fit various makes of apparatus, slipping on in place of the plate sheath just like a film pack adapter.—The view-finder is fitted with a spring clip by means of which it may be attached to the body of the camera when open. As an aid to taking photographs it is far superior to the ordinary view-finder, or, as they might so often be termed, view-loosers. Orthoplan filters are yellow-dyed optical glass of unfading colour, polished on both sides and spectroscopically tested. They cannot be affected by cold, heat or damp. To meet the varying conditions of light and also the amount of correction required, sets of three filters of increasing density, marked No. 1, No. 2 and No. 3 have been assembled. These filters are mounted in a metal rim and snap interchangeably into the special Rhaco holder, without use of screws or threads. The holder grips the lens mount firmly by means of spring clips. It is easily and instantly attached or removed. The adjustable spring clips permit the filters to be used on lenses of smaller diameter. A graduated light filter on similar lines (supplied separately) completes the series.

Zeiss Ikon, Ltd.

Among the many cameras which are manufactured by Messrs. Zeiss there are a few, namely, the Baby-Box, the Box-Tengor, the Ikonta, the Cocarette and the Kolibri which may be singled out, not only as representative of the whole, but as having an appeal to the majority of the photographic dealers and their customers. The last-named apparatus, which gives sixteen pictures on the vest-pocket film, measures $4\frac{1}{2}$ in. by $2\frac{3}{4}$ in. by $1\frac{3}{8}$ in. The lens and shutter are mounted on a highly-polished tubular collar which normally lies telescoped within the body of the camera. With a fraction of a twist and a gentle pull the collar is drawn out, and snaps into a locking engagement for infinity focus. A slight reverse twist and gentle pressure returns the lens into its closed position. When fully extended the tube is absolutely rigid. The lens is a $f/3.5$ Zeiss Tessar, in a Compur shutter; the latter is itself carried on a helical mounting. The adjustment is scaled from infinity to 3 feet. The top end of the camera casing bears two hinged plates which, when erected, form a neat miniature direct view-finder. The Baby-Box is, in a sense, in a similar class, since it also allows sixteen exposures on No. 27 film, but it is a less expensive instrument and might be described as being between the well-known Box-Tengor and the Kolibri. Its size is $2\frac{1}{2}$ in. by $2\frac{1}{2}$ in. by $3\frac{1}{4}$ in. Both the Ikonta and the Cocarette have been previously described in the *C. & D.* One of the chief features of the former is that it embodies the self-erecting principle, and the Cocarette is eminently suitable for a person who requires a really first-class folding camera. Whatever the price, Zeiss cameras are well designed, strongly built and finished in a manner which reflects good workmanship. (*See* pp. 475 and 482).


ENSIGN
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ACID-HYPO
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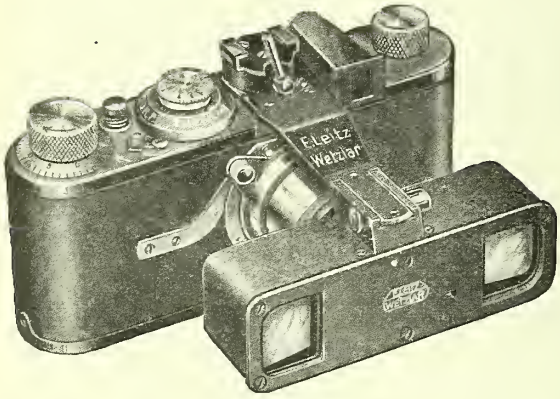
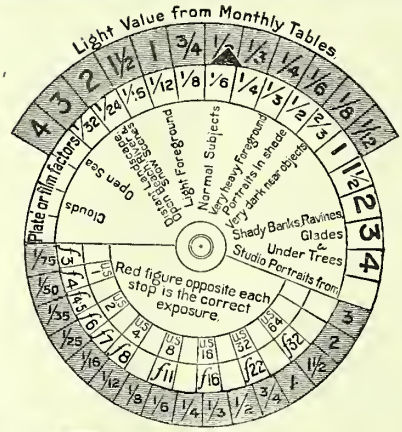
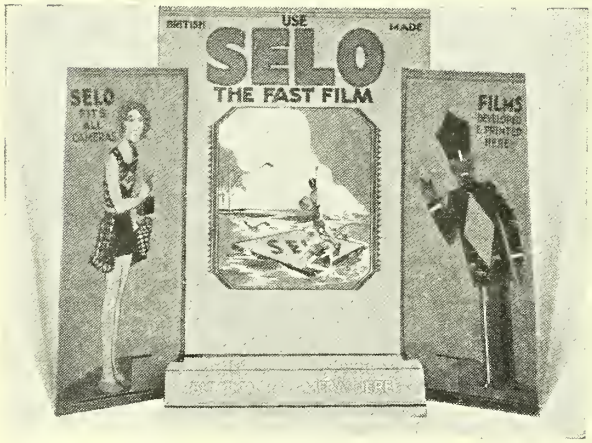
VEDOL
AMIDOL
DEVELOPER
DALLMEYER
Lens Cleaning Outfit


E. Leitz
Wetzlar


Light Value from Monthly Tables.
Plate or film factors
Clouds
Open Sea
Distant Landscape
Open Beach River & Snow Scenes
Light Foreground
Normal Subjects
Very heavy Foreground
Portraits in shade
Very dark near objects
Shady Banks, Ravines, Glades & Under Trees
Studio Portraits from
Red figure opposite each stop is the correct exposure.


BRITISH
USE
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THE FAST FILM
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DEVELOPED
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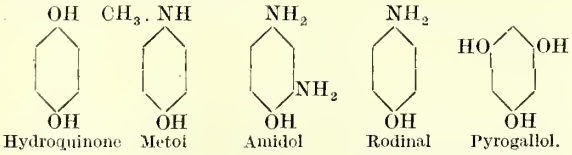
The Theory of the Photographic Process

By H. Baines, D.Sc., F.I.C., F.R.P.S.

PHOTOGRAPHY is almost entirely an empirical art. While the practician, who is responsible for almost every advance in photography, now makes light sensitive materials of remarkably high uniformity and excellence by a most complicated and difficult procedure, the bewildered theorist is still endeavouring to explain the fundamental action of light on silver bromide. This article attempts to give a brief and general account of modern conceptions of the mechanism of the photographic process. Photographic emulsions are made by precipitating silver halides in a colloid medium, the choice of halides and colloid depending upon the type of product required. A mixture of silver bromide with 2 to 7 per cent. silver iodide in gelatin is used for negative materials, ciné positive films and bromide papers; and silver chloride in gelatin for gaslight papers and slow lantern plates. Warm-tone development papers consist of a mixture of silver chloride and bromide in gelatin, and print-out papers of a mixture of silver chloride with an organic salt such as citrate in either gelatin or collodion. Precipitation is carried out by addition of silver nitrate solution to halide and colloid solution, and a series of rigidly controlled heat treatments in the presence of some silver halide solvent, such as ammonia or excess of alkali halide, causes the silver halide grains to increase greatly in size and sensitivity to light. High magnification shows the resulting emulsion to consist of discrete crystals of silver halide, varying from almost invisible shapeless grains to comparatively large triangular or hexagonal plates, the larger grains being generally the more sensitive.

Sensitive Nuclei

Experiment has indicated that each of these crystals contains minute specks upon its surface, which are more sensitive to light than the surrounding areas of the crystal surface. While it is considered that these "sensitive nuclei" consist of some impurity in the silver halide, such as silver sulphide or oxide or metallic silver, their nature and composition are not known with certainty. The fundamental action of light upon emulsions appears to cause the splitting up of a small proportion of silver halide into free silver and halogen, in the immediate neighbourhood of the sensitive nuclei. The liberated halogen immediately reacts with the surrounding gelatin to form a stable reaction product, and hence recombination of silver and halogen, to form the original silver halide after the light has been shut off, is prevented. The amount of silver formed is so minute as to be undetectable with certainty by the most refined methods of chemical analysis, but it exerts a catalytic action upon the reduction of the residual unchanged silver halide of the crystal by certain reducing agents, and this property is made the basis of modern photographic practice. Comparatively few reducing agents are capable of differentiating between unexposed and exposed silver halide grains, practically all those now used consisting of polyhydroxy- or amino-derivatives of benzene, of which the following are typical:—



If we examine the development of an exposed photographic material under the microscope, we may see the action commence at the sensitive nuclei and spread therefrom throughout the grain until the whole crystal has been converted into a spongy amorphous mass of silver. The development of any one grain will not induce development in a neighbouring grain unless the two are in actual contact. Development increases the opacity of the emulsion layer by converting the transparent silver halide crystals into black opaque grains of silver, and the various "tones" of a photographic image depend upon the size and number per unit area of the silver grains, which in turn depend upon exposure, characteristics of the emulsion, and conditions of processing. The developed and washed material is still sensitive to light, owing to the presence of the residual undeveloped silver halide grains, which must be removed if the image is to be fixed or rendered permanent. Of the several fixing agents which dissolve silver halides while leaving the silver and colloid medium unaffected, the cheapest and most convenient is sodium thiosulphate commonly but erroneously called sodium hyposulphite or hypo. The silver bromide reacts with sodium thiosulphate, forming sodium halide and a series of sodium argentothiosulphates, of which the more complex members are freely soluble. Addition of metabisulphite gives a stable acid hypo solution which reduces the tendency to form "dichroic" fog or stain by preventing any continuation of the developing process during fixation.

New Books

Bolling, C. L.—*Retail Salesmanship*, 8¼ in. by 5¼ in. Pp. 270, 7s. 6d. Pitman & Sons, Ltd., Parker Street, London, W.C.2. [The author of this book is lecturer in salesmanship to the London County Council, and has several books on related topics to his credit. The sixteen chapters into which this treatise is divided cover the subjects of salesmanship thoroughly.]

Gabriel, Leonard G.—*Bromoil and Transfer*. 8½ in. by 5¾ in. Pp. xiv+153. 7s. 6d. Sir Isaac Pitman & Sons, Ltd., Parker House, Kingsway, London, W.C.2. [The book presents in a practical form the main variations in technique which are possible within the elastic limits of bromoil and transfer. The volume is divided into two parts, one dealing with technique and the other with the artistic side. The various stages involved, such as bleaching, inking, transfer, and finishing, are fully explained, and many formulas by well-known workers are included.]

Lens Work for Amateurs.—Henry Orford, revised by A. Lockett. Fifth edition. 7½ in. by 5¼ in. Pp. 231. 3s. 6d. Sir Isaac Pitman & Sons, Ltd., Parker Street, Kingsway, London, W.C.2. [Though there are comparatively few chemist-opticians who grind their own lenses, the acquiring of a knowledge of the practical processes involved in such work is a natural interest on the part of anyone concerned with optics or photography. The instructions given in the book will be most helpful in any practical work undertaken by beginners, particularly as the tools and processes are freely illustrated.]

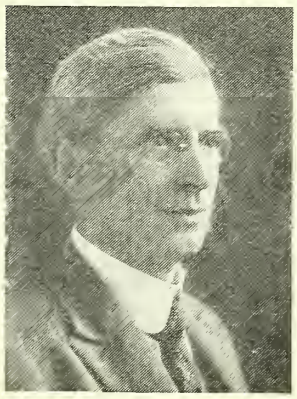
Hibbert, L. J.—*A Manual of Photographic Technique*. 6½ in. by 4¼ in. Pp. x+133. 2s. 6d. Second edition. Sir Isaac Pitman & Sons, Ltd., Parker Street, London, W.C.2. [This is an inexpensive book which contains a great amount of trustworthy information, presented in language a beginner can understand. Not that the advice is such as would only be needed by the novice; on the contrary, there is given in this book descriptions of fundamentals and details of processes a knowledge of which would materially help many who regard themselves as advanced amateur photographers.]

Council Candidates

IN our issue of April 18 (p. 450) we commenced publication of the views on pharmaceutical politics sent us by candidates for the seats about to become vacant on the Council of the Pharmaceutical Society. We now continue the series.

Mr. Lewis Moreton Parry

was born in Anglesey and educated at Liverpool Institute. After serving his apprenticeship to the late Mr. J. L. Jones, Llanerchymedd, he enlarged his experience in Dublin, London, Paris, Liverpool, Brighton and Eastbourne. In January 1902 Mr. Parry commenced business in Oakfield Road, Liverpool, since which time he has been active in the pharmaceutical life of the city. For a long period he has served on the Council of the Liverpool Chemists' Association, filling the office of secretary and, recently, that of president; he has also been secretary of the Liverpool Pharmaceutical Committee, the local branch and the North-Western Executive of the Retail Pharmacists' Union, and the National Association of Opticians. He was one of the founders of the United Chemists' Association, Ltd. Mr. Parry's record as a councillor of the Pharmaceutical Society extends over several years, and includes chairmanship of the Benevolent Fund and War Auxiliary Benevolent Fund Committees, in addition to service on the Law, Journal and Education Committees. In 1927 Mr. Parry was elected vice-president of the Society; he succeeded to the presidency in 1929, and held this office together with that of president of the Liverpool Chemists' Association.

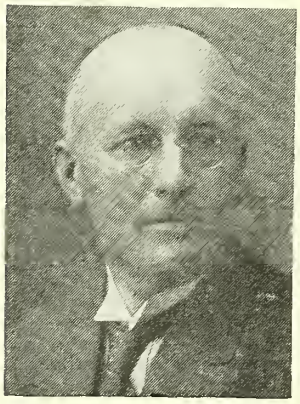


MR. L. MORETON PARRY

Mr. Parry points out, in reply to our request for an election statement, that the retiring members of the Council are issuing a joint manifesto, and thinks it unnecessary to add further remarks.

Mr. John Wilson Atkinson

served a five-years' apprenticeship to the late Mr. George Coverdale, Ph.C., of York, and qualified in 1899 from Muter's College. After one or two assistantships he purchased the business at Six Ways, Birmingham, which he carried on for nearly thirty years, together with four branch shops added at different times. Some five years ago Mr. Atkinson, in conjunction with Alderman Jeffrey Poole, purchased the retail chemists' business of T. & W. & W. Southall, 17 Bull Street, Birmingham, which dates back over 100 years, and this interest he still retains. He was president of the Birmingham Pharmaceutical Association for two years, 1921-23, and also chairman of the Birmingham and District Branch of the Pharmaceutical Society and chairman of the Birmingham Branch of the R.P.U. during the same period. Mr. Atkinson has forwarded the following manifesto:—



MR. J. W. ATKINSON

I stand for:—

(1) Unqualified opposition to the Government's Pharmacy and Poisons Bill in its present form.

(2) The reservation of dispensing to pharmacists.

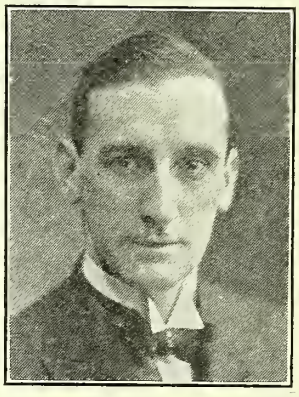
(3) Rigid limitation of the granting of licences for the sale of poisons and disinfectants by unqualified persons.

(4) Absolute opposition to any attempt to deprive the pharmacist of his prescriptive right to the title "chemist."

My Claim for Your Vote.—(1) My long practical experience as a retail proprietor pharmacist. (2) Twenty-five years spent on local executive work in pharmacy. (3) Intimate knowledge of the requirements and difficulties of the present-day pharmacist.

Mr. William James Beardsley

was born at Bloxwich, near Walsall, and is the eldest son of the late Mr. William Beardsley, a member of the Town Council. Educated at the Walsall Technical School, Mr. W. J. Beardsley was apprenticed with Southall Brothers & Barclay, Ltd., Birmingham, under the late Mr. John Barclay, B.Sc., Ph.C., in 1896. In 1903 he joined the staff of Thomas Hodgkinson, Prestons & King, London, E.C.2. Here, under the late Mr. J. Classon Preston, Ph.C., he developed the manufacture of nitre by a special process. In co-operation with Mr. Preston a formula for a special uninflammable flooring was brought out, which has been very largely used in London. On the death of Mr. Preston in 1911 Mr. Beardsley was appointed by the firm as chief chemist. He has spent much time in improving the alkaloidal estimations of opium, belladonna and nux vomica. On the retirement of Mr. Herbert E. King in 1919 Mr. Beardsley was invited by the remaining partners, Colonel A. C. Preston and Mr. Herbert C. Preston, to join them in partnership. For some years he has been a member of the West Ham Association of Pharmacists, holding office as president on two occasions. Mr. Beardsley sends the following statement:—



MR. W. J. BEARDSLEY

During my six years as a member of the Council I have endeavoured to give my best services to pharmacy by close attention to Committee and Council meetings, having served for the whole of my term on the Law, Organisation, Benevolent Fund, and War Auxiliary Benevolent Fund Committees; for four years I have occupied the chair of the latter, and this year I was elected chairman of the Benevolent Fund Committee. It has been my desire to infuse enthusiasm into the branches of the Society, and I have personally addressed upwards of fifty meetings in various towns. On this occasion I am soliciting the support of our members together with my colleagues of the Council seeking election. It is our desire, with the anxious time before the Council in their opposition to the Government Pharmacy and Poisons Bill, to ask that your confidence in the Council be endorsed once more at this election, that we may be united in making out and putting up the best possible case for our Society.

Trade Notes

THE ADVERTISEMENT pages of this issue contain the names of the following manufacturers who are specially anxious to do business with photographic chemists:—A. BERTON, LTD. (camera cases); BROOK, PARKER & CO., LTD. (apparatus and sundries); BURNEY SNAPSHOT SERVICE (developing and printing); THOMAS CHRISTY & CO. (Coronet cameras); CRITERION (PLATES, PAPERS, FILMS), LTD. (printing paper for D. and P. work); JOHN DICKINSON & CO., LTD. (mounts and albums); ENSIGN, LTD. (camera); JOHNSON & SONS, MANUFACTURING CHEMISTS, LTD. (tank developers); SAMUEL JONES & CO., LTD. (passe partout); PHILIP JOSEPHS & SONS, LTD. (display fittings); LASCELLES & CO., LTD. (art reproductions); MAY, ROBERTS & CO., LTD. (Pathé films); H. R. NAPP, LTD. (hydroquinone); PEELING & VAN NECK, LTD. (camera); PHOTO FINISHERS (SHEFFIELD), LTD. (developing and printing); PHOTOPRESS (developing and printing); J. RILEY & SONS, LTD. (hypo); ROBINSON & SONS, LTD. (hypo cartons); STANDARD CAMERA CO. (box cameras); SWIFTSURE PHOTOGRAPHIC WORKS (developing and printing); JOHN THOMPSON (WHOLESALE DRUGGISTS, 1921), LTD. (everything in photographics); TURNER AUTOMATIC MACHINES, LTD. (film machines).

HENRY'S CALCINED MAGNESIA.—Thos. & Wm. Henry, 11 East Street, Manchester, announce that the firm is now under new management.

THE UNITED CHEMISTS' ASSOCIATION, LTD., Cheltenham and London, draw attention elsewhere in this issue to new terms for Ucal health salt.

CHEMISTS who have not received particulars of a bonus offer in connection with Dr. Blosser's Cigarettes should communicate with Dr. Blosser, Ltd., Temple Chambers, Temple Avenue, London, E.C.4.

THE REGENT SERIES of packed toilet lines is advertised in this issue by Robert Blackie, manufacturing chemist, 168 Tower Bridge Road, London, S.E.1. The products are reasonably priced and good terms are offered.

CHEMISTS' CONFECTIONERY. — Attractive lines in chemists' confectionery are advertised by A. L. Simpkin & Co., Ltd., Carfield Works, Sedan Street, Sheffield. Chemists are invited to write for particulars.

NEW HOLIDAY LINES.—May, Roberts & Co., Ltd., 7-13 Clerkenwell Road, London, E.C.1, advertise elsewhere in this issue three new lines, razor cloths, guest towels and washing squares, suitable for holiday season trade. The products are attractive and the prices reasonable.

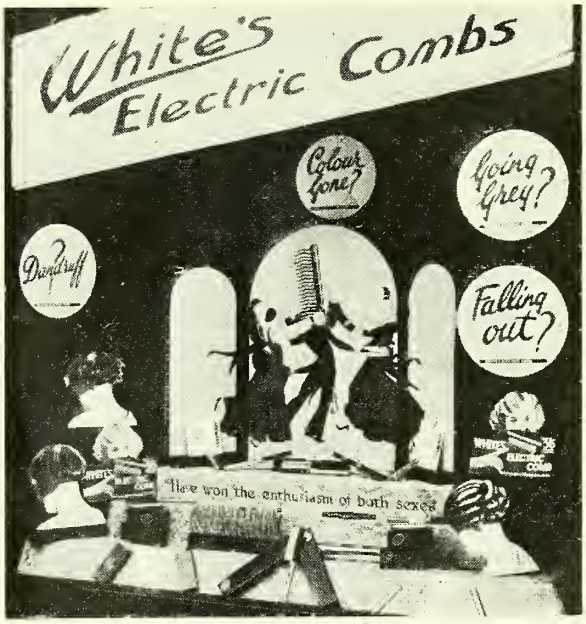
DUBARRY FACE POWDER.—Dubarry et Cie, Hove, Sussex, have produced a green-tinted face powder in response to many inquiries from customers. The only perfume used for this particular powder is jasmin, which, however, blends admirably. An article on green face powder appeared in the *C. & D.*, January 18, 1930, p. 64.

ARGENTINE BUSINESS.—The Buenos Aires representative of a well-known drug house, who is at present in London, is open to acquire fresh agencies for proprietary medicines, pharmaceutical or toilet lines. Firms desirous of extending their connection in the Argentine market may communicate with him through the offices of THE CHEMIST AND DRUGGIST.

JUNE POWDER.—Saville Perfumery, Ltd., Watford, Herts, this week offer chemists a new size of June powder which has been specially produced, we understand, to enable chemists to meet successfully the intensive competition experienced from low-price stores. In our advertisement pages Messrs. Saville remind chemists that June products cannot be obtained from low-price stores and are not offered to the public under coupon gift schemes.

CATALOGUE.—We have received from J. Sherman & Co., Ltd., Downham Mills, Tottenham, London, N.17, and 49-51 Broughton Lane, Manchester, sole *concessionaires* (Great Britain, Northern Ireland and Irish Free State) for the pharmaceutical and chemical products of J. D. Riedel-E. de Haën A-G., Seelze-Hanover, Germany, a copy of the latest edition of the latter's comprehensive catalogue. Stocks of Messrs. de Haën's preparations are held in London and Manchester.

A SUCCESSFUL DISPLAY.—The competition, first announced in the CHEMIST AND DRUGGIST (February 14), for prizes amounting to over £100, for the best window display showing White's electric comb, elicited a large number of entries from all over the country; their high standard indicated that most chemists appreciate the



value of attractively dressed windows. The winning display, arranged by Mr. Wm. Martin, 181 Antrim Road, Belfast, is shown above. The other prize-winners are announced in our advertisement columns.

SODIUM MORRHUATE.—Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1, inform us that Hypoloid sodium morrhuate is now available as a sclerosing agent for the treatment of varicose veins. Sodium morrhuate is stated to be innocuous to the subcutaneous tissues; a 5-per-cent. solution is usually quite strong enough and the use of the 10-per-cent. solution is necessary only in those cases in which the weaker solution has failed to cause sufficient reaction. The product is issued in 5-per-cent. and 10-per-cent. solution in boxes of five hermetically-sealed phials of 2 c.c. each, and also in bottles of 25 c.c.

NEW PRODUCTS.—Solport Brothers, Ltd., 184-192 Goswell Road, London, E.C.1, have introduced Portia folding goggles primarily to protect the eyes of cyclists and motor-cyclists from dust and glare; a demand is also anticipated from sun-ray clinics. The goggles, which are made from non-inflammable material, are comfortable to wear, and may be obtained in amber, smoke, green and clear. Two new tennis shades have been also introduced: the Portia fabric shade, white lined green, with fabric bandeau, and the Portia tennis-cap net, a similar line, but with a well-designed net to cover the head. All the above suggest themselves as suitable sidelines for chemists.

Births

Notices for insertion in this column must be properly authenticated.

ATKINSON.—At 29 Upper Mount Street, Dublin, on April 10, the wife of J. O. Atkinson, Ph.C., The Medical Hall, Rathdrum, of a daughter.

Marriages

THARRATT—WARD. — At St. Nicholas' Church, Wallasey, Cheshire, recently, by the Rev. A. S. Roscamp, M.A., vicar, George R. Tharratt, Ph.C., Liverpool, to Evelyn, youngest daughter of the late Mr. Thomas Ward, J.P., F.R.G.S., F.G.S., late managing director of the Salt Union, Ltd., Northwich.

Deaths

ADAMSON.—In a Sligo nursing home, on April 16, Mr. Robert St. Clair Adamson, L.P.S.I., barrister-at-law, aged thirty-two. Mr. Adamson was the eldest son of Mr. Robert Adamson (Adamson & Co., Ltd., chemists, Knox Street, Ballina), and a nephew of Mr. W. J. Adamson, chairman of Adamson & Co., Ltd., wholesale druggists, Lower Abbey Street, Dublin.

HOBSON.—On April 18, after a short illness, Mr. Alfred Hobson, sole proprietor of Joseph Hobson & Son, Dantzic Brewery, Leeds, brewers of spruce beer, makers of British wines and cordials. For over fifty-eight years Mr. Hobson took an active part in the business, which has been carried on by his family for considerably over a century. He served for many years on the Leeds City Council. He was closely associated with Colonel Harding in the experiments made in Leeds on the bacteriological treatment of sewage. Later, Mr. Hobson became a member of the Leeds Board of Guardians, and was made chairman in 1916. During the war, he was for some time president of the Leeds Federation of Allotment Holders. Mr. Hobson was for a long time chairman of the local Conservative Association, and was also a freemason. He is survived by a widow and a son. The business will be continued under the control of Mr. J. Edward Hobson.

SPRUIJT.—At his residence in Pretoria, on March 27, suddenly, Mr. P. J. Spruijt, chemist and druggist. Mr. Spruijt was a native of Amsterdam, Holland, and graduated at the University of that city after a four years' course in pharmacy. Mr. Spruijt was managing director of the Koedoe Pharmacy, Ltd., Pretoria, and at all times took an active and considered interest in pharmaceutical matters. He was elected a member of the old Transvaal Pharmacy Board, serving on it until 1928, when pharmaceutical affairs were taken over by the South African Pharmacy Board, on which he sat as one of the Government representatives, and acted as honorary treasurer. He was a delegate on several occasions at the annual conferences of the Associated Pharmaceutical Societies of South Africa. Mr. Spruijt was particularly interested in optical affairs, and was vice-president of the Optical Association during 1930. Pharmacy has lost a friend, a wise councillor, and one whose place will be difficult to fill. The funeral took place on March 28 at the Pretoria Cemetery, there being about a hundred mourners, including several native servants, to do honour to the memory of a "White Man."

WARNER.—At Berkeley, on April 11, Mr. George Oram Warner, chemist and druggist, aged sixty-six. Mr. Warner was born at Clifton, where his father, Mr. G. T. Warner, was in business as a chemist. He commenced on his own account at Berkeley in 1899, and in addition to building up a successful connection became well known locally in various forms of sport, especially cricket. He leaves two sons, both of whom served in the Great War and received commissions in the Army. The younger son, Mr. V. S. Warner, chemist and druggist, is taking over his father's business. A numerous attendance at the funeral, which took place at Canford Cemetery, Bristol, on April 15, testified to the esteem in which Mr. Warner was held.

WHIFFEN.—The funeral of Mr. Thomas J. Whiffen, whose death was announced in our issue of April 18, p. 452, took place on April 16, the first part of the service being held at St. Stephen's Church, East Putney, London, S.W. In the church was a large gathering of the late Mr. Whiffen's business friends, hospital connections, and representatives of public bodies. The interment followed at Putney Vale Cemetery. Sir Henry Jackson, M.A., M.B. (late Mayor of Wandsworth), has written the following appreciation:—

The death of Mr. Whiffen has broken many precious ties and ended a life of conspicuous service to Wandsworth. Whilst avoiding the limelight of publicity, his gifts of money and service have been munificent. He belonged to that group of distinguished citizens, such as Sir Henry Kimber, Sir William Lancaster, Dr. Longstaff, Sir James Carmichael, and Sir Alexander Glegg, whose leadership is largely responsible for the Wandsworth of to-day. The Victorians, in spite of the cynicism of the neo-Georgians, were a great company. No one could be long in his company without falling under the charm of that old-world courtesy. The word "gentleman" falls lightly from pen and lips, but it was never given with greater sincerity than to Mr. Whiffen. "His life was gentle, and the elements so mixed in him that nature might stand up and say to all the world this was a man." So this splendid life has ended; full of years and full of service. . . .

WILKINS.—On April 14, Dorothea Katherine, dearly loved wife of Mr. Cyril H. Wilkins, chemist and druggist, Chatswood, Church Road, Watford.

Personalities

MR. F. J. HANBURY, Ph.C., chairman of Allen & Hanburys, Ltd., has been elected churchwarden of St. Edmund King and Martyr, London, E.C.3, for the fiftieth year in succession.

AT the annual meeting of the Lancaster Chamber of Trade, on April 14, Mr. A. H. Robertson, chemist and druggist (Vince & Co.) and Mr. C. E. Marriott, chemist and druggist, were elected to the executive.

MR. H. E. CLEMENT, chemist and druggist, Hampton Hill, has been elected vice-chairman of the Hampton Urban District Council. Mr. Clement's elder son, Lieutenant Ivor T. Clement, M.C., has been gazetted a captain in the Royal Tank Corps.

As their representative in North Wales, John Thompson (Wholesale Druggists, 1921), Ltd., Liverpool, have appointed Mr. Harry Edwards, chemist and druggist, who has been in the company's employ for a considerable time. Mr. W. R. Langton has been appointed the company's representative in the Potteries and Northern England.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first hand suppliers of the undermentioned articles will be appreciated.

B/214. Bilibosol (bismuth preparation)
M/214. Block malt
M/203. Davies' balloons or bags
L/184. Nematin brilliantine
M/214. Newlact
B/64. Quinotoxin
B/74. Whitman's instep springs
L/174. Wood's emergency cases

Observations and Reflections

By Xrayser III

Chemists' Profits

have always, within my recollection, been the subject of ill-informed criticism, the point that is invariably overlooked by those who so glibly miscalculate our gains in terms of exaggerated percentages being the value of the chemist's time and training. You have so ably set out the pros and cons of the matter (*C. & D.*, April 18, p. 454) that further argument appears superfluous; but I would advise prolonged consideration of Adam Smith's convincing statement of our case. It might not be a bad move to have that statement printed on a small card, copies of which could be presented to the funny folk who think it smart to talk about our elevenpence-in-the-shilling profits. A picture postcard showing a portrait of Adam Smith, with a brief biographical note and the famous statement, should provide useful propaganda material. A larger card, produced in good style, might well find a prominent position in the pharmacy. But above all, I would insist that we ought never to adopt an apologetic form of explanation for our prices, when explanation is called for. Rather, it should be our policy to insist that full value, if not more than full value, is obtained by our customers for any money they may spend with us.

Making Profits

is not so simple or so usual in the case of chemists and druggists as many people appear to think. It is only during quite recent years that some of us began to realise how inadequate was the margin remaining to us after effecting sales of goods that were thought to pay well. In particular, we found that prevailing charges for dispensing medicines were the reverse of profitable; and I fear the same still holds good in places, while no chemist can justly claim that the dispensing side of his business is a good paying proposition. Introduction of your "Retail and Dispensing Price List" has done much to educate our class in a proper knowledge of values, and I am glad to observe that Mr. E. C. Cripps rightly stresses the main points to which attention must be given in fixing prices that can be relied upon to make profits for the chemist and druggist (p. 456). It should not be overlooked that the success of the ordinary chemist and druggist's business depends largely upon his ability as a buyer of goods and a salesman. Many who become qualified as pharmacists, and are fully competent to practise as such, are failures on the commercial side, and that is why so many small pharmacies are not satisfactory profit bringers. Their proprietors are up against the painful facts that the practice of pharmacy on purely professional lines does not provide adequate remuneration and that they are not naturally fitted to become successful traders. But they can improve their position to some extent by studying your reports of Mr. Cripps's lectures on the business side of pharmacy, and by being particularly careful to make sure they charge enough for the work they do.

A Further Point,

carrying with it the hope of increased profit, has been made for the benefit of shopkeeping pharmacists by Mr. John Humphrey (*C. & D.*, April 18, p. 458). His suggestion is that we should take advantage of recent additions to our stock of knowledge to advise our customers how to avoid falling out of health, and reap our reward for so doing by supplying suitable vitamin preparations for the purpose. Some chemists and druggists, as it happens, are already utilising the peculiar properties of the vitamins for enhancing the special virtues of proprietary preparations of their own, but these are mostly remedies for ailments rather than prophylactics. In other words, they represent developments of vitamin therapy and, to that extent, encroach upon the medical practitioner's province as a prescriber. Mr. Humphrey's point, however, as expounded more fully in his address to a recent gathering of women pharmacists (*C. & D.*, April 11, p. 422), appears to be that we should develop our original business as sellers of chemicals and drugs, by offering for sale vitamin preparations capable of acting as preventives of deficiency diseases. This suggestion is one that seems worthy of serious consideration.

The Advisory Committee,

appointed by the Minister of Health some time ago, to assist in defining whether particular substances ordered in medical prescriptions are or are not drugs for the purpose of medical benefit, is not to be reappointed (*C. & D.*, April 11, p. 418). Looking back on the records, it is not clear that the existence of the Committee was ever justified, and it is probable that the chief service it rendered was in providing an opening for the Minister to interfere with the free prescribing by panel practitioners of medicaments which there was really no power to disallow under the provisions of the National Health Insurance Acts. Though it was not competent for the Ministry of Health to prepare and submit for adoption a list of drugs which must be disallowed, there now exists a list which the Minister is able to say was prepared and submitted for his approval by bodies representative of the doctors and chemists on the panel. This serves the desired purpose of enabling regional medical officers to worry panel practitioners into ceasing to prescribe proprietary preparations, particularly those of an expensive nature, but this is really done without the sanction of Parliament and is simply another illustration of the success attending persistent bureaucratic effort.

A Recent Work

in which is to be found curious information on a well-known drug is "Desert Islands" by that bright star in the firmament of English belles lettres—Walter de la Mare. The author's most delightful theme, based mainly upon "Robinson Crusoe," occupies seventy-two pages, while his notes fill another 200. It is a feast of romance of exquisite quality, into which is introduced all the fascinating and fantastic records of experiences, real and mythical, recorded by those who have sought those islands of the sea where strange and wonderful things await the true adventurer. In the course of Mr. de la Mare's voyage he met with a friend, Mr. J. Redwood Anderson, who seems to have introduced him to a realm which was an altogether "insubstantial pageant." Mr. Anderson's experience was the result of experimenting upon himself with ext. cannab. indica (which he is careful to say was undertaken before the restrictions of the Dangerous Drugs Acts came into force). His description of the effects of the drug occupy between five and six pages. The analysis of the phenomena produced and his attempt to differentiate between the two types of experience—the intellectual and the sensuous—he recognised, should not be overlooked by those who are concerned with the pharmacology of this drug or who are interested in experimental psychology. One remarkable feature was the "great heightening of the imaginative faculty" in respect of mathematical propositions, and another was the immense slowing down of time. As an instance Mr. Anderson relates that after a dose of the extract—"With a dreadful shock I found that my heart had stopped beating! I felt one beat and waited in terror for the next: *it never came*. . . . I will not attempt to describe my sensations. With intermissions, during which the original effects of the drug mercifully returned, this state lasted for a hundred years."

John Bell, Hills & Lucas Ltd.

TRIAD BRAND

EXTRACT OF MALT & COD LIVER OIL with CHERRY PARRISH'S FOOD

Send for sample & particulars.

Oxford Works, Tower Bridge Road, London, S.E.1

Tubes and vials of 24 Cat Units, retail 3/6

From Wholesalers, or the British Empire Agents,

UPSHER SMITH

DIGITALIS

TINCTURE TABLETS

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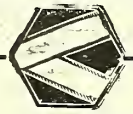

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Editorial Articles

The Trend of Photographic Business

SOME remarkable changes have taken place in the retail side of photographic business since the termination of the war, and it is difficult to say in which direction evolution has been most marked. Outside the ranks of the professional photographers comparatively few people in these days carry a camera which needs sensitive material larger than $3\frac{1}{2}$ in. by $2\frac{1}{2}$ in.; in fact, the popularity of still smaller sizes has increased to such an extent that to-day's vogue

is a compact apparatus which enables sixteen exposures to be made on the hitherto eight-exposure No. 27 film. Among the advantages offered by these small cameras are portability and great depth of field with large aperture lenses. The latter has the corresponding disadvantage that it renders a distant object almost as sharp as one critically focused in the foreground, but, except for the more artistically-inclined amateur, this is not objected to as a rule. On the other hand, it enables distant objects to be clearly reproduced without the stopping down which would be required if a larger apparatus were being used. The development of these small cameras and the self-erecting feature of the larger folding ones is largely due to Continental manufacturers. Contact prints from such small negatives as $1\frac{5}{8}$ in. by $1\frac{1}{4}$ in. are scarcely worth making. Enlargements being a *sine qua non*, critical definition is of first importance, and this indicates the need of a good quality lens, particularly as regards covering power, and a lens front which will not have its rigidity impaired by constant use. Reference to enlargements recalls the changes that have taken place in the methods of developing and printing. Until a few years before the war THE CHEMIST AND DRUGGIST regularly published lists of chemists who had dark rooms, so that others could advise their customers where there were facilities for changing and developing their plates. Then came the stage when the chemist did the developing and printing, being followed, as the work increased, by the dealer posting his customer's films to the—sometimes alleged—expert. With the organisation of the trade as it is to-day it is becoming customary for one chemist in an area to install the most up-to-date numbering, washing, printing, drying and glazing machines, and to do the developing, printing and enlarging for all the dealers in that district, collection and delivery being undertaken by cycle or car. In several instances chemists have formed a limited company for this wholesale photo-finishing, thus keeping it quite separate from their pharmaceutical and photographic business carried on at the pharmacy. This trend does not mean that the postal service has ceased; on the contrary, it has grown in the same way that developing and printing has, but competition is to-day so keen that only those photo-finishers who can offer a satisfactory service are likely to survive. The standard of the work turned out under these conditions is so high that in few instances could the amateur or dealer who entrusts his exposures to such treatment achieve better results by individual attention—a striking contrast to the position of a few years ago. Photography, like many other branches of retail trade, has been smitten by the free-gift coupons, and, after being in favour of such methods for some years, the opinion of dealers seems to be turning against them. Such schemes have recently been adversely commented on in places so far apart as Bournemouth and Glasgow. This attitude seems illogical, as if the box-form camera trade had been killed, it is hardly likely that manufacturers would be turning out the variety of models they are now placing on the market. Moreover, the person acquiring a camera by means of coupons is, by nature, one who would probably never spend money for that purpose. Having obtained the camera, it is no use without film, which in turn is of little value without developing and printing. Salesmanship, as essential in the sale of photographic as with toilet accessories, should do the rest. Elsewhere in this issue will be found illustrations of some of the latest cameras and projectors for amateur cinematography. Up to the present the business in this class of apparatus can hardly be described as brisk, owing, undoubtedly, to high costs. With the introduction of lower-priced models and the reduction in the prices of existing ones, the opinion exists in many quarters that the sales of ciné cameras and projectors are likely to receive a considerable impetus. The placing on the market of less-expensive apparatus has, however, only just begun; other manufacturers will soon be following in the tracks of the pioneers, and, with increasing demand for film, the price of this should come down. It is evident that the manufacturers have decided to make a determined effort to popularise cinematography in this country, and have realised the impossibility of doing so while it remained—if not "the sport of kings," at least the hobby of the affluent.

A Doctors' Difference

A POINT of general importance has arisen as the outcome of a recent trial for manslaughter. The driver charged (and in the result acquitted) had driven into a group of people surrounding a woman who had been knocked down by a motor-cyclist. Sir William Willcox, in the witness-box, gave an opinion to the effect that it was a wrong practice to bandage anyone in the roadway, and that an injured person should first be removed to the pavement. The jury added to their verdict a rider, which was endorsed by the judge, imputing negligence to the ambulance authority. The Central Public Health Committee of the London County Council has since stated that the rider of the jury is not in accordance with received medical opinion nor with that of experienced workers in ambulance services. It affirms that it is very dangerous to move a patient in such circumstances before first aid has been given by a doctor or by someone possessing the necessary skill, and cites in confirmation the views of representatives of the Order of St. John and of the British Red Cross Society. Obviously there should be a recognised practice in the now, unhappily, not uncommon event of a street casualty.

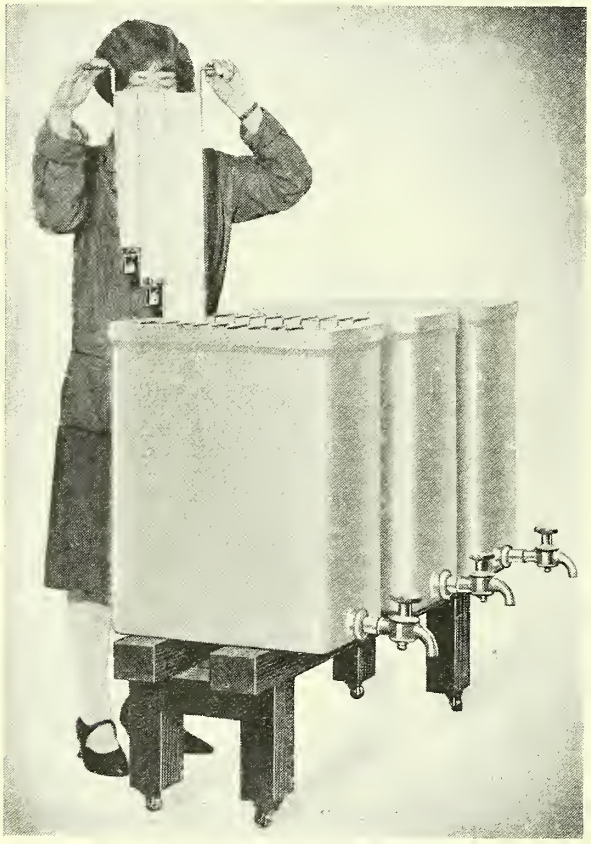
Cost of Living

WE have indicated in sufficient detail from time to time, especially in the *C. & D.*, 1920, II, 937, and 1927, II, 322, the system on which the Government statistics of the cost of living are based. We should not be disposed to return to the subject now but for the fact that the Stationery Office has issued (price 3d.) a reprint, with slight additions, of the expositions originally published in the "Ministry of Labour Gazette." The principal alterations are the exclusion of particulars relating to areas now within the Irish Free State and the extension of the scope of the rental figures to rents of decontrolled houses. In the matter of rents, by combining the calculated average percentage increases since 1914 for controlled and decontrolled rents respectively, a figure is obtained representing the average percentage increase, since 1914, in the level of controlled and decontrolled rents combined. There is no mention of medicine in the reprint, so far as we have been able to trace; and obviously the resultant monthly figures are, to use the Ministry's term, "weighted" by theoretical considerations. An article in a recent issue of the "Westminster Bank Review" on the Government index concludes by stating: "First, that the cost-of-living index is in no sense a satisfactory measure of the movement of retail prices as a whole; and, secondly, that it is a very dangerous weapon in current economic controversy. . . . It is practically certain that no single index number of retail prices can be satisfactory for all purposes." On a subject of this kind a banking expert writes with authority.

Starting a D. & P. Department

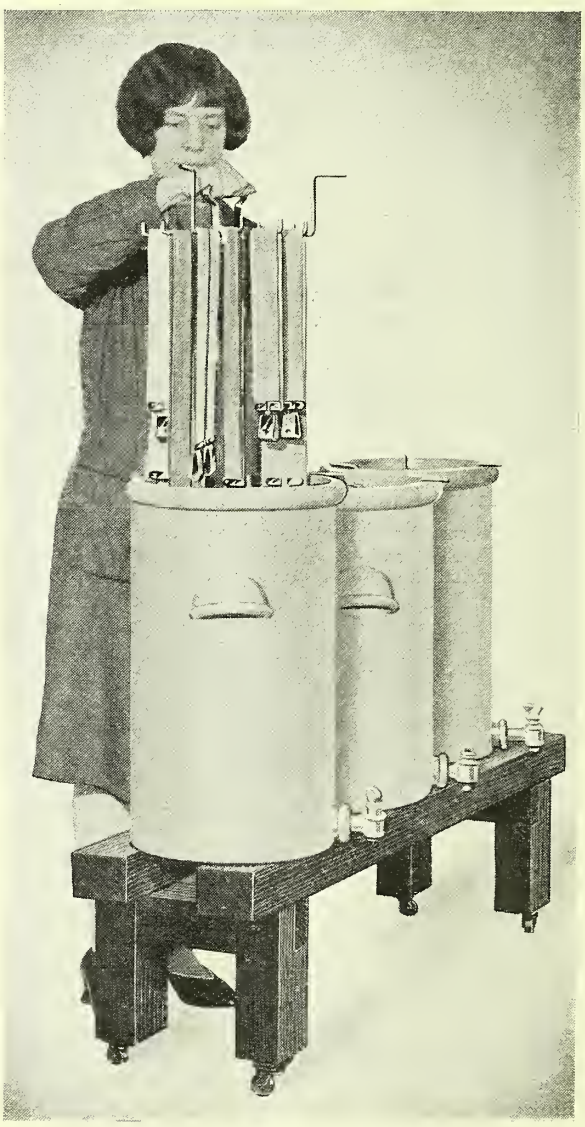
The Problems involved in the Installation of Modern Methods for Developing and Printing are elucidated in the following article.

THE question as to whether he should run his own developing and printing department is one which every photographic chemist asks himself sooner or later, and which, no doubt, he finds it very difficult to answer. There are quite a number of factors to be considered, but the answer for the



A BATTERY OF DEVELOPING TANKS

enterprising chemist, who wishes to extend his photographic department, and make it really worth while, can only be in the affirmative. It is, however, as well to realise that nothing is worth doing at all unless it is done properly, and in this connection the chemist is in the happy position of being able to install quite a well-equipped department for a comparatively small outlay, and at running expenses which can be constantly supervised and kept within the limit of the business being done. Among the advantages of doing one's own work are: (1) The profit it brings; (2) the prestige of being able to say "All work done on the premises"; (3) the quality delivered is entirely in one's own hands; (4) it is more likely to bring good class customers to the establishment, who appreciate being able to deal with the man who actually "does the job"; (5) it enables you to take on special work at a moment's notice, without having to refer elsewhere for prices and time of delivery. When does it become worth while to install your own plant? This, perhaps, is the question which chemists find most difficult to decide. For a large period of the year they are probably receiving not more than a few spools daily, and many days will be completely blank; at the same time, during the summer months a chemist will find himself receiving an increasing number of films daily—in some cases probably amounting to as many as several hundred. Manifestly, therefore, it is necessary to visualise an installation practically at a standstill for about six months in the year—that is October to March, working at half pressure during April, May and September, and at high pressure during June, July and August. The profit made during those three months must be made to carry the cost of the department, and show a satisfactory return on the capital



TANKS FOR DEVELOPING, FIXING, WASHING

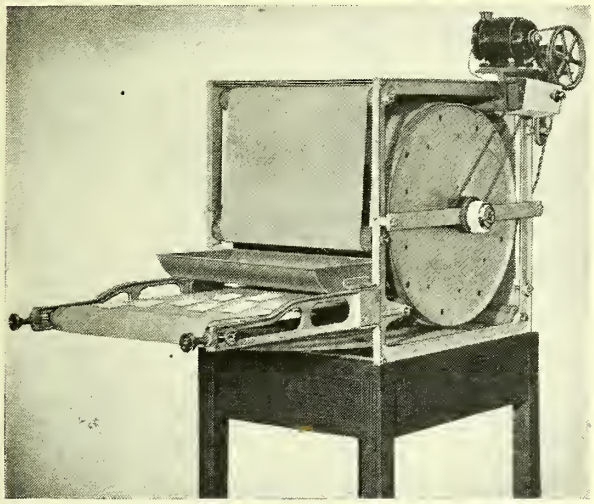
invested. It is, of course, extremely difficult to give any guide as to the average number of spools required to make it worth while, but, generally speaking, if twenty-five spools per day can be reckoned on as an

average for the six months, a small installation can be made to pay, and, with good management, yield handsome profits.

It cannot be emphasised too greatly that the success of a developing and printing installation depends very largely on the manner in which it is run. It makes no difference whether the department is large or small, it is the judicious use of staff, and the economical use of materials, which make the difference between loss and profit. "Slap dash" methods were never so much at a discount as in a developing and printing department.

Cost of a Suitable Installation

This depends on several factors. If the locality is one which shows possibilities of increasing rapidly, it is obvious that the selection of plant should be made with a view to future development; if, on the other



A Print-drying Machine

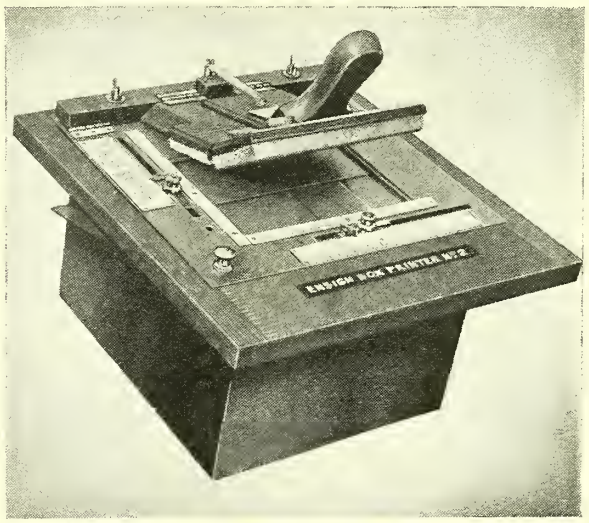
hand, the locality is likely to remain stationary for a number of years, in so far as its municipal development is concerned, equipment and accommodation provided for it can be arranged accordingly. As a general guide, however, an outlay of £100 will be ample to cover all installation costs. Assuming an installation costing this amount, one trained girl, capable of becoming manageress when the department increases, will be able to carry on single-handed during the slack months, especially if casual help can be given from time to time from the shop. The wages of this girl will vary from 30s. to 40s. per week to start. She should, if possible, be retained permanently, giving help in the other part of the establishment during the winter months. As soon as the work increases, a junior girl at 10s. to 15s. a week should be employed. It may be necessary to employ a further junior during the "peak" period of the season, and wisdom dictates the employment of the second girl early, as assistants with any sort of training at all are difficult to come by during the height of the season. The secret, however, of the staff question is, the securing of a good girl to take charge, and to take the responsibility. Nothing is worse than having customers disappointed owing to delay and bad workmanship. Almost any sort of premises can be used for the purpose of a developing and printing department, providing electric light and water are available. A basement is particularly suitable, as less work has to be done in fitting up to exclude light. The accommodation available should, if possible, be split into three main sections: (1) The dark room, in which films are prepared for developing, for developing itself, rinsing, fixing and washing. That room has to be illuminated by a red lamp only. (2) The printing room, which can be illuminated by yellow light, in which the prints are made, developed and fixed. (3) The general work room, part of which is used for the final process of washing prints, drying prints, and sorting them into their various boxes for delivery to customers. This room can be fully illuminated by daylight, or electric light, as convenient, and forms the room from which the general organisation is carried on. If enlarging is to be undertaken as well, a small separate room is best for this purpose, or alternatively, it can be carried out in the printing room, if proper illumination is arranged for dealing with rapid bromide paper.

Service

Work should be handled in batches, with a view to giving an eight-hour service. All films handed in before 10 o'clock in the morning should be developed and printed by 6 o'clock on the same day; all films handed in before 2 o'clock in the afternoon should be ready at mid-day on the following day, and all films handed in before 6 o'clock should be ready before 4 o'clock on the following day. This represents actually three batches of eight hours each, and gives the department eight hours in which to work on each batch. It is not desirable to sacrifice everything to speed. If you advertise a very rapid service, the public, who are becoming well instructed in these matters, tend to assume that quality will not be so good as the man who takes rather longer; at the same time, there is a definite limit to the public patience, and not more than one day should ever be allowed for ordinary developing and printing work.

Equipment and Procedure

The films arrive in the developing room with their orders, and the films are immediately stripped from their spools, numbered and clipped to hangers for immersion in the tanks. Different systems are available; the short type of tank (with the films looped), which is a convenient height to handle; the long tank, which takes the film in the complete length. Opinions are divided as to the advantages of both methods, but all systems are practical in use. A complete outfit with all fittings and hangers, which will accommodate ninety films at one time—thirty in each tank, one being devoted to developing, one to fixing and one to washing—costs £16 16s. Taking this number of films,



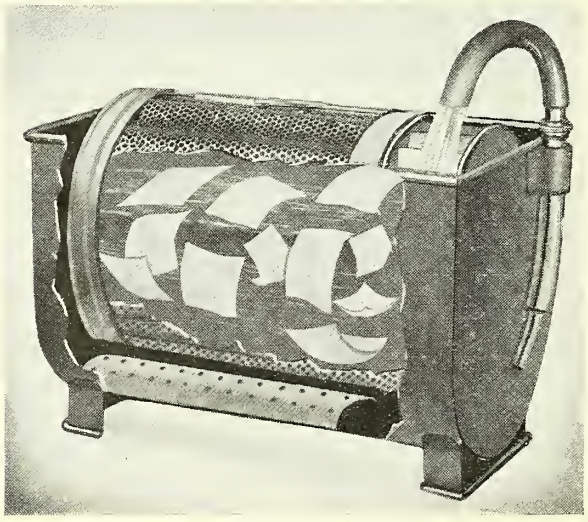
A Printing Apparatus

therefore, this system is rather more suited to the more ambitious department, but, at the same time, if installed, allows plenty of latitude for expansion. An extra tank for rinsing, between developing and fixing, is an advantage. A smaller system, and probably more suitable for the chemist's use, consists of three tanks,

each of which is capable of holding twelve films, therefore thirty-six in all. The price of this system is £8 15s., complete with all hangers, and here again, an extra tank for rinsing films between developing and fixing is an advantage. In both these systems the films are looped. The third system consists of three tanks taking films up to postcard size in full length, and costs complete with all hangers and clips £13 4s. The capacity of these tanks is approximately eighteen films at one time. Films remain in the developer for about seven to ten minutes, the actual length of time depending on the type and concentration of the developing solution in use. Fixing will take ten minutes and washing fifteen to twenty minutes. These tanks should be arranged in a trough, and running water provided for washing. As soon as the process of washing is finished, the films are conveyed to the film dryer, and with suitable apparatus this process can be cut down to thirty minutes. The cost of a film dryer, gas or electric heating, ranges from £9 10s. to £16.

Dealing with Prints

As soon as the films are dried they are passed to the printing room. For a start, one rapid printer will be sufficient, and additional printers can be added to the installation as required. An extremely efficient and rapid piece of apparatus can be bought for £8 8s. Cheaper printers are available at £2 10s. and £5 5s. Prints should be developed at once, by the printer herself, in order that she may see immediately that the exposure is right and the best possible print secured from the negative—reprints can be made where faulty exposure has been given. The washer which has found most favour for many years is the turbine type, operated by the pressure of water from the tap, costing nothing to run. Prints are thoroughly well washed in a very short space of time, and entirely freed from hypo. A large variety of practical and low-priced machines are available, and it will pay not to economise at this point. During the "peak" periods it is the production of prints in sufficient quantities that is most important, and it is imperative, therefore, that the flow should not be held up by inefficient or lengthy drying. A rotary dryer, costing £15 15s., is an extremely efficient piece of apparatus, and can be used for drying all types of prints, glossy, matt and semi-matt, and, used in conjunction with a squeegee machine and ferrotype plates, will produce



A Print-washing Apparatus

large quantities of well glazed prints in the shortest possible time. The prints are then passed to the trimming bench for trimming. A 10-in. trimmer at 18s. 9d. is an extremely efficient instrument, or, better still, a treadle trimmer, at 45s., is less laborious for the operator. Prints finally passed to the sorting bench are then connected with the films, which are sent straight from the printing room to the sorting bench, cut up, and put in their wallets, waiting for the prints to arrive. All films are numbered prior to being developed, and paper is numbered with the same number before printing.

Enlarging

Having installed a developing and printing department, the chemist is sometimes inclined to "rest on his laurels" when he has acquired the equipment

Large Prints lead to Profits

necessary for doing just developing and printing, and is inclined to put all other work "out," including enlarging. This is a very grave mistake, because enlargements are, possibly, the most profitable end of the business, and one capable of considerable development. A postcard enlargement from an ordinary $3\frac{1}{4}$ in. x $2\frac{1}{4}$ in. negative is usually sold for 6d., and the enterprising chemist could almost always, by a little judicious praise of a good negative, secure an order for at least one postcard enlargement from every good negative that any customer takes. A good simple enlarger is not expensive. The Ensign "Magnaprint" costs only £9 10s., and is a very efficient and rapid machine. It requires very little specialised knowledge to operate, and is one of the best investments which can be made. Furthermore, enlarging is the one process of the developing and printing department which, judiciously pushed, can be made to carry on all the year round. In the autumn customers can be encouraged to have enlargements made from their holiday negatives. At Christmas time they can be encouraged to have them made for Christmas cards and Christmas presents; in fact, it is a process which is not limited to the vagaries of the season.

The apparatus illustrated in this article is that supplied by Ensign, Ltd., 88 High Holborn, London, W.C.1.

Festivities

Staff Functions

THE Blackpool staff of Boots, Ltd., held a supper, whist drive and dance on March 18, when the chairman of directors (The Hon. John Boot) paid an unexpected visit with the territorial manager (Mr. E. M. Flack). The general manager (Mr. G. Harding) also took part in the proceedings.

ON April 18, a supper and dance was enjoyed by the staff of Brooks & Warburton, Ltd., in their premises at Vauxhall Bridge Road, London, S.W.1. The office floor, which is of oak, afforded excellent facilities for the dance, and the room was decorated in gala fashion. Spot-dance prizes were won by Misses E. and L. Bailey, Miss Smith, Mr. and Mrs. A. Reed, and Mr. and Mrs. Rann. Whist was also provided. The enthusiasm was striking evidence of the friendly spirit which permeates every section of the staff. A bouquet of flowers was presented to Miss Alice Brooks for her mother, who was absent through illness, and a similar token of friendship was given to Mrs. Warburton.

Cambridge Chemists at Dinner

FOLLOWING a recent joint meeting with the East Anglian Federation of Pharmacists and Group Executive of the Retail Pharmacists' Union, members of the Cambridge and District Branch of the Pharmaceutical Society held a dinner in the hall of St. Catharine's College. The function was presided over by Mr. W. H. Scott (president), and the guests included the Mayor and Mayoress, Sir Douglas Newton, M.P., Lady Newton, Mr. F. G. Hines (vice-president of the Pharmaceutical Society), the Master of St. Catharine's College, the Medical Officer of Health for Cambridge, Mr. G. W. Hales (president, East Anglian Federation of Pharmacists), Mr. J. W. Bodger (treasurer, East Anglian Federation), and Mr. H. H. Marshall (Retail Pharmacists' Union). In proposing the toast of "The Pharmaceutical Society of Great Britain," Mr. L. F. Newman said, speaking as a layman, he felt that the Society was looking after the interests of the nation as well as the interests of its professional members. Mr. Hines, replying, referred to the work of Mr. E. S. Peck on the Council. The Pharmacy and Poisons Bill, he said, would be shortly before the House of Commons. As things stood now they were not satisfied that the Bill provided legislation they could accept, and in the form it would go to the House it would not provide the type of legislation they thought was necessary. The main point was that the dispensing of prescriptions should be their special province. With the toast of "The Town and University of Cambridge," proposed by Mr. C. Bayley, were coupled the names of the Mayor, the Borough Member and the Master of St. Catharine's. The Mayor said the Cambridge Corporation were indebted to the pharmaceutical profession for a number of eminent men who had served on the Town Council. Sir Douglas Newton and the Master of St. Catharine's also replied. The end of the East Anglian Federation was announced by Mr. J. B. Simmons in proposing the toast of "The Federation and the Retail Pharmacists' Union." The Federation had held its last annual meeting at Cambridge during the afternoon. The chairman of the R.P.U. Executive, Mr. H. H. Marshall, explained that there had been a change in organisation, the country having been divided into constituent groups. Mr. G. W. Hales said the Federation was formed at Norwich in 1916, and the first president was the late Alderman Sidney Campkin. Preceding the toast of "The Visitors," Mr. E. S. Peck (a member of the Society's Council) was presented by the chairman with an ancient mortar. Thanking the chairman for the gift, Mr. Peck said in his collection he had a similar mortar. In proposing the toast, he said St. Catharine's College was to be congratulated on increasing prestige in scholarship and sport. Dr. Laird replied. Mr. J. W. Palmer proposed the health of the chairman, commenting on Mr. Scott's activities in and for Saffron Walden.

Association Meetings

Birkenhead.—The closing meeting of the session of the Birkenhead and Wirral Pharmacists' Association and Branch of Pharmaceutical Society was held on April 15, the president (Mr. C. H. Wright) in the chair. The speaker was Mr. Philip H. Jones, F.I.C. (late of the City Laboratories), who gave a brief survey of recent changes in poison legislation. The election of officers resulted as follows:—*President*, Mr. A. Elder; *Vice-Presidents*, Mr. A. Williamson and Mr. C. H. Wright; *Auditors*, Mr. J. Waterworth and Mr. P. Grant; *Secretary and Treasurer*, Mr. Frank Snow.

British Pharmaceutical Association.—At a meeting held on April 14, Mr. J. J. Laws in the chair, the secretary, Mr. J. F. McNeal, reported the further success of the Association and dealt with many letters from members and from members of Parliament who are taking an interest in the Pharmacy and Poisons Bill. The chairman said: The British Pharmaceutical Association were the first to oppose the Bill in its entirety, and would welcome the help of the Council of the Society if they would really oppose the Bill. The reinstatement of the amendments will be fatal, as it will be too late for opposition when these amendments are again rejected, and we shall have to accept the Bill in its original form.

Cambridge.—The annual meeting of the East Anglian Federation of Pharmacists was held on April 9, Mr. G. W. Hales (president) in the chair. Mr. L. F. Newman, M.A., gave an interesting address on *The Pharmacist and the Public Analyst*, and, following him, Mr. S. Greenberg (public analyst for Cambridge) offered some remarks on the same subject. A hearty vote of thanks was accorded Mr. Newman for his address. Mr. J. W. Bodger (treasurer) presented the financial statement showing a balance of £12 18s. During the year £2 17s. had been collected for the Widows' and Orphans' Fund. The report was adopted, together with a vote of thanks to Mr. Bodger. Mr. H. F. Hayllar (secretary) reported on the year's work, and said that the meetings had shown a lamentable state of apathy. The report was adopted, with a vote of thanks to the secretary. A letter was read from the Retail Pharmacists' Union stating that under their new scheme of organisation the Federation would no longer be required to act as the R.P.U. Group Executive for East Anglia. This gave rise to considerable discussion as to whether it would serve any useful purpose to continue the Federation, and finally Mr. B. S. Campkin moved that the Federation be dissolved. Mr. E. Saville Peck, in seconding, suggested that the president, treasurer and secretary should draw up a scheme of winding-up and then a final meeting should be held.

Public Pharmacists.—The annual meeting of the Guild of Public Pharmacists was held in London on April 8, the president (Mr. R. W. Lindsey) in the chair. Mr. F. B. Royal was elected to the vacancy on the Council caused by the retirement of Mr. G. W. Gibson. Reports for 1930 from the treasurer, registrar and secretary were received and adopted, and the following officers were elected for the ensuing year:—*Secretary*, Mr. F. G. Hobart; *Registrar*, Mr. J. B. Elgar; *Scrutineers*, Miss Jacob and Mr. S. M. Evans; *Auditors*, Miss Bedell and Mr. A. J. Gibbons. A vote of thanks to the Pharmaceutical Society, to which a donation of £5 5s. for the Benevolent Fund was added, was carried. Mr. H. Skinner then addressed the meeting on *Hospital Pharmacy and the Bill*, and, after discussion, the following resolution was adopted:—"This meeting requests the Guild's Council to adopt the policy of circularising all members of Parliament individually, and of seeking to institute wide publicity, through the medium of a vigorous Press campaign, of the claims of hospital pharmacists, and to forward the interests of public pharmacy by all means possible." It was also decided that a clause restricting the control of all dispensing in public institutions to pharmacists was essential to acceptance of the Government's Bill.

German Foreign Trade

THE following statistics of imports and exports of chemicals, drugs, etc., are included in the recently published returns of the Statistical Bureau of the German Reich for 1930. The amounts are given in kilos and a comparison is made with the figures for the preceding year. Where possible figures for trade with Great Britain are given, and other parts of the British Empire. In the official statistics the country of origin or destination is given only when the volume of trade with Germany amounts to at least 150,000 marks during the whole of the year. Imports of merchandise into Germany during 1930 amounted to 56,951,876 tons, compared with 66,776,521 tons in 1929: exports (including reparations deliveries) were 63,580,525 tons, compared with 69,378,624 tons. The value of imported merchandise amounted to 10,393,149,000 marks, compared with 13,446,793,000 marks in 1929; the value of exports was 12,035,593,000 marks, compared with 13,482,670,000 marks in 1929, reparations deliveries being included. According to the classification adopted in the statistics, Group 2 ("mineral and fossil raw materials, mineral oils") imports were 33,801,384 tons, valued at 1,182,063,000 marks, and exports were 44,990,996 tons, valued at 997,641,000 marks. Imports in Group 4 of "chemical and pharmaceutical products, dyes and dyestuffs" were 1,835,435 tons, compared with 1,911,918 tons in 1929. Exports were 5,058,531 tons, against 5,680,901 tons, and the value decreased from 1,374,543,000 marks in 1929 to 1,182,941,000 marks in 1930.

—	Imports		Exports	
	1929	1930	1929	1930
	Kilos	Kilos	Kilos	Kilos
Acetaldehyde: paraldehyde	665,400	94,100	178,700	140,100
Acid, acetic: acetic anhydride ..	—	—	10,617,200	6,074,100
Great Britain	—	—	—	3,083,300
Acid, arsenious, arsenic, and compounds	363,100	177,600	2,577,800	4,614,300
Acid, benzoic, and benzoates ..	72,900	84,800	580,500	515,900
Acid, boric: borax..	9,465,400	8,703,500	1,674,600	1,802,000
U.S.A.	—	7,983,100	—	—
Acid, citric	673,200	700,900	39,400	28,500
Great Britain ..	—	213,700	—	—
Italy	—	267,900	—	—
Acid, formic, and formates	—	—	5,931,100	5,202,400
Acid, lactic: lactates	5,600	7,300	2,274,900	1,997,900
Acid, oxalic: acid, pot. oxalate ..	—	—	4,774,200	3,636,800
Acid, salicylic, and salicylates, n.e.s. ..	5,000	14,000	575,600	578,300
Acid, tannic ..	24,000	14,800	533,600	485,100
Great Britain ..	—	—	—	103,700
Acid, tartaric ..	96,700	146,600	3,721,700	3,176,400
Great Britain ..	—	—	997,600	925,800
U.S.A.	—	—	819,100	962,000
France	—	—	171,600	86,100
Sweden.. ..	—	—	103,600	119,600
Alkaloids, salts and compounds, n.e.s.	102,505	129,861	259,750	238,394
Alkaloids of cinchona and compounds ..	10,771	37,745	131,167	128,443
Great Britain ..	—	—	3,574	2,651
Switzerland ..	—	18,560	18,578	11,506
U.S.S.R. ..	—	—	12,632	21,895
Brit. India ..	—	—	15,314	21,828
Ambergris, musk, civet, castor (kg.)	938	721	—	—
U.S.A.	—	214	—	—
Canada ..	—	293	—	—
Ammonia	1,370,500	509,300	4,974,400	5,457,400
Ammonium carbonate	7,200	120,800	2,880,000	2,419,900
Ammonium chloride	80,400	110,200	23,636,900	21,632,900
Belgium ..	—	—	—	5,438,200
Great Britain ..	—	—	—	1,579,200
Barium carbonate ..	90,000	—	8,783,500	7,328,600
U.S.A.	—	—	—	2,362,900
Barium chloride ..	3,100	5,100	25,002	3,352,300
Barium nitrate ..	—	—	1,008,900	865,900
Bismuth salts and compounds, n.e.s.	—	—	86,100	99,700
Bromides, pot., sod., amm.	4,000	7,400	612,800	*627,600
Bromine	53,900	262,000	233,300	285,500
Great Britain ..	—	—	—	165,200
Cardamoms ..	67,400	73,800	—	—
Brit. India ..	—	49,100	—	—
Ceylon ..	—	11,700	—	—
Caustic potash ..	132,600	429,700	38,108,000	31,897,300
Caustic soda.. ..	116,500	140,200	14,041,800	13,230,400
Chemical products for photographic; cleansing purposes, etc., n.e.s. ..	1,164,700	1,470,700	8,562,600	6,771,300
Netherlands ..	—	852,400	—	525,000
Switzerland ..	—	124,500	—	251,200
France	—	—	—	2,057,100
Great Britain ..	—	—	—	177,300
Cinchona	2,057,600	2,010,300	—	—
Brit. India ..	—	138,500	—	—
Neth. Indies ..	—	1,816,400	—	—
Ecuador ..	—	25,800	—	—
Cinnamon	245,200	299,500	—	—
Cloves	403,000	409,600	—	—
Brit. E. Africa	—	297,300	—	—
Madagascar ..	—	55,100	—	—
Brit. India ..	—	16,700	—	—
Neth. Indies ..	—	28,200	—	—
Cocoa butter ..	—	—	1,523,700	1,040,400
Copper sulphate ..	533,800	664,000	8,691,200	8,323,900
Cotton wool, surgical	3,200	1,900	1,257,300	901,100
Cream of tartar ..	4,144,100	1,677,200	250,900	389,200
France	—	656,000	—	—
Italy	—	241,900	—	—
Portugal ..	—	198,600	—	—
Spain	—	195,400	—	—
Ether	—	—	219,200	396,500
Formic acid; formates	3,100	3,700	5,931,100	5,202,400
Great Britain ..	—	—	—	725,500
Netherlands ..	—	—	—	659,400
Brit. Malaya ..	—	—	—	960,900
Ginger	221,100	211,800	—	—
Brit. W. Africa	—	20,500	—	—
Brit. India ..	—	35,800	—	—
China	—	15,100	—	—
Japan	—	75,900	—	—
Glycerin, crude ..	3,062,600	2,841,500	1,196,900	926,700
Great Britain ..	—	260,800	—	—
U.S.S.R. ..	—	1,463,200	—	—
France	—	159,600	—	—
Poland	—	139,800	—	—
Glycerin, pure ..	117,000	75,500	4,207,800	5,330,700
Great Britain ..	—	—	—	373,000
Belgium ..	—	—	—	1,142,300
Netherlands ..	—	—	—	2,010,300
Sweden ..	—	—	—	365,700
Brit. India ..	—	—	—	76,600
Gum acacia, sorts ..	3,519,700	3,151,100	—	—
Egypt	—	2,132,700	—	—
Hexamethylenetetramine	800	200	188,300	134,200
Iodides, pot., sod., amm.	1,200	200	81,800	†49,700
Iodine	377,500	96,300	66,100	70,100
Great Britain ..	—	6,800	—	—
Norway ..	—	7,200	—	—
Chile	—	79,400	—	—
U.S.S.R. ..	—	—	—	39,600
Magnesium sulphate	66,200	32,300	100,868,700	76,993,600
Great Britain ..	—	—	—	18,199,200
Brit. India ..	—	—	—	2,699,700
Mercury and amalgams	347,900	349,000	109,200	42,900
Mercury salts and compounds ..	52,800	87,300	161,500	68,800
Great Britain ..	—	—	—	15,400
Italy	—	65,000	—	—
Methanol, crude ..	3,780,000	3,322,900	—	—
Methanol, purified; acetone; formaldehyde	116,200	516,500	16,034,700	9,356,700
Great Britain ..	—	—	—	2,394,000
Milk sugar	—	—	528,500	445,700
Great Britain ..	—	—	—	130,400
British India ..	—	—	—	33,300
Myrobalans	5,723,000	6,627,000	—	—
Brit. India ..	—	6,575,300	—	—
Naphthol, naphthylamine	23,800	16,700	715,000	565,800
Naphthalin	3,643,300	1,764,600	18,025,300	15,698,000
Belgium ..	—	—	—	5,142,800
U.S.A.	—	—	—	5,336,400
Italy	—	—	—	1,353,800
Nitrobenzol, anthraquinone, resorcin, and coal-tar products	526,700	442,900	2,904,600	2,511,500
Switzerland ..	—	—	—	1,157,400
Great Britain ..	—	160,900	—	—

—	Imports		Exports	
	1929	1930	1929	1930
	Kilos	Kilos	Kilos	Kilos
Nutmegs	662,800	752,800	—	—
Brit. India ..	—	105,800	—	—
Brit. Malaya ..	—	43,100	—	—
Neth. Indies ..	—	600,000	—	—
Oil, castor	8,954,700	7,767,300	—	—
Belgium ..	—	2,620,300	—	—
Great Britain ..	—	4,899,400	—	—
Oils, citrus	159,800	154,200	—	—
Italy	—	113,400	—	—
Oil, cottonseed ..	6,191,000	5,576,200	—	—
Great Britain ..	—	1,961,500	—	—
Egypt	—	1,767,100	—	—
Oil, olive	1,179,200	1,539,200	—	—
France	—	557,000	—	—
Italy	—	567,600	—	—
Spain	—	344,800	—	—
Oil, wood	6,684,400	6,191,600	—	—
China	—	6,187,200	—	—
Pepper	5,057,900	5,848,500	—	—
Brit. India ..	—	1,213,000	—	—
Brit. Malaya ..	—	513,300	—	—
Neth. Indies ..	—	4,023,600	—	—
Perfumed oils and fats	89,700	44,800	449,000	367,500
Perfumed toilet spirits	626	403	—	—
Eau de Cologne	—	—	375,000	298,700
Pharmaceutical products, n.e.s. ..	68,200	69,800	2,209,100	1,478,900
Switzerland ..	—	—	—	127,300
Japan	—	—	—	158,500
Great Britain ..	—	—	—	35,700
France ..	—	—	—	75,400
Pharmaceutical products, prepared, n.e.s.	160,800	206,700	3,513,600	3,479,100
Great Britain ..	—	—	—	112,500
Italy	—	—	—	134,200
Netherlands ..	—	—	—	174,100
Austria ..	—	—	—	233,700
Brit. India ..	—	—	—	102,900
Phenol	2,084,000	1,846,800	1,399,400	1,165,800
Great Britain ..	—	1,116,900	—	—
France	—	—	—	805,100
Phosphorus	83,700	69,800	306,200	374,200
Norway ..	—	69,800	—	—
China	—	—	—	113,300
Pimento	1,627,900	1,766,400	—	—
Brit. E. Africa	—	705,200	—	—
Neth. Indies ..	—	31,500	—	—
B. W. Indies ..	—	1,023,200	—	—
Potassium nitrate ..	154,900	67,400	28,534,600	26,000,200
Great Britain ..	—	—	—	2,744,500
Netherlands ..	—	—	—	2,840,900
U.S.A.	—	—	—	3,634,700
Potassium permanganate ..	—	—	900,600	620,400
Belgium ..	—	—	—	151,000
Great Britain ..	—	—	—	72,100
Saffron	7,200	6,200	—	—
France	—	4,800	—	—
Spain	—	1,400	—	—
Secret remedies ..	4,400	7,900	—	—
Shellac	3,805,000	3,238,300	—	—
Brit. India ..	—	3,115,600	—	—
Silver salts, n.e.s.: bromide, chromate, nitrate	—	—	27,196	24,511
Soaps and soap powder, etc.	372,800	345,400	14,086,600	16,838,300
Great Britain ..	—	—	—	497,500
Netherlands ..	—	—	—	7,519,600
Belgium ..	—	—	—	1,243,900
Sodium chromate: dichromate ..	159,600	184,400	30,338	2,913,300
Great Britain ..	—	100,500	—	—
Sodium thiosulphate	30,100	30,700	3,943,600	3,175,600
Spermaceti	10,600	12,200	—	—
Synthetic perfumes, terpineol, vanillin, etc.	86,100	88,900	1,035,600	920,700
Great Britain ..	—	—	—	103,100
Switzerland ..	—	—	—	119,800
U.S.A.	—	—	—	100,800
Tartar emetic: preparations of antimony ..	1,195,200	1,248,800	925,200	1,050,200
Tooth powder, cosmetics, perfumes	347,800	200,600	1,560,400	1,418,700
Tragacanth	948,900	1,069,200	—	—
U.S.S.R. ..	—	122,400	—	—
Brit. India ..	—	464,700	—	—
Persia	—	419,200	—	—
Turpentine	27,924,100	21,929,700	2,212,200	2,469,000
Vanilla	104,800	108,800	—	—
France	—	16,400	—	—
Madagascar ..	—	79,500	—	—
Wax (beeswax) ..	649,200	695,600	—	—
refined ..	24,300	22,100	241,700	216,800
Zinc salts, n.e.s.: zinc chloride ..	559,200	3,104,700	1,810,600	1,680,200
Great Britain ..	—	1,930,700	—	—

* Includes bromoform. † Includes iodoform.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Local Reports

ENGLAND AND WALES

Portsmouth.—At a meeting of the Portsmouth Insurance Committee, on March 26, the proposed revocation by the Minister of Health of Clause 4 (4) of the Terms of Service for persons supplying drugs and appliances was discussed. Mr. F. H. Ruoff, in moving a resolution of protest, drew the Committee's attention to the fact that this particular clause was incorporated in the chemists' agreement at the chemists' own instigation in 1927. The agreement then made was to run for five years, and he contended that if any change was made, it should be made when a new agreement was entered into. The resolution was carried unanimously.

Sheffield.—A meeting of the Sheffield Pharmaceutical Committee was held on March 16. The secretary (Mr. H. Antcliffe) read a letter from Mr. Fred Hindle (chairman) resigning his seat upon the Committee.—A meeting of chemists was held on March 16, Mr. H. G. Williams in the chair. The position of the drug fund for 1930 was considered, and a vote of thanks was accorded to the Retail Pharmacists' Union. It was decided to ask the R.P.U. to undertake the checking of the Public Assistance Committee prescriptions on behalf of chemists. It was also decided to support the R.P.U. in their action against the proposed revocation of Clause 4 (4) of the Terms of Service for persons supplying drugs and appliances.

West Hartlepool.—At a meeting of the West Hartlepool Insurance Committee, held recently, a discussion arose on the subject of the proposed revocation of Clause 4 (4) of the Terms of Service for persons supplying drugs and appliances. Several members thought that the Committee could offer no reasonable objection. The Committee decided, however, to give their support to the Association of Insurance Committees who are seeking to have an alternative rule adopted which would more clearly define the position.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1931, p. 345.

(From "The Trade Marks Journal," March 25, 1931.)

"PROCIDOSIS"; for medicinal chemicals (3). By William R. Warner & Co., Inc., 113 West 18th Street, New York, U.S.A. 520,615.

"ASMEX"; for medicinal chemicals (3). By H. C. Clanahan, 1 Dickinson Street, Manchester. 520,691.

"ULTRAFERRAN"; for medicinal chemicals (3). By Frieda Lutze, Elizabeth-Ufer 35, Berlin, Germany. 520,704.

"DICK WHITTINGTON" with picture of same; "FRIAR TUCK" with picture of same; for perfumery, etc. (48). By Cussons, Sons & Co., Ltd., Moor Lane, Kersal, Manchester. 520,433/434. (Associated.)

"PLAQLEEN"; for perfumery, etc. (48). By Cuxson, Gerrard & Co., Ltd., 26 Fountain Lane, Oldbury, Worcestershire. 520,500.

(From "The Trade Marks Journal," April 1, 1931.)

"CLOPHEN"; for all goods (1). By I. G. Farbenindustrie A.G., Mainzerlandstrasse 28, Frankfort-on-Main, Germany. 520,592. (Associated.)

"MULTAGLUTE"; for chemicals (1). By Novadel, Ltd., 6 Hill Street, Blackfriars Road, London, S.E.1. 520,989.

"PULV-I-DEEN"; for a veterinary tonic preparation (2). By Chapman & Son (Grimsby), Ltd., 235 & 237 Cleethorpe Road, Grimsby. 520,370.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

28 Essex Street, W.C.2., April 23

THE general unsettled conditions of business and the downward tendency of prices of many articles is having the effect of curtailing business in a marked manner. The mere fact that an article is cheap is not of itself sufficient to justify a purchase. Importers are also complaining that there is little or no margin between the c.i.f. and spot prices, so that there is no inducement to buy forward under present conditions. In certain directions in Mincing Lane, the markets have had an unsettled appearance, partly due to Budget uncertainties. The terminal market for sugar weakened appreciably on liquidation partly induced by discouraging American advices, but prices rallied from the worst. Plantation rubber was demoralised on heavy selling, not only on producers' but also on speculative account, chiefly owing to the heavy increase in home stocks, and prices broke steadily into new low records. The price being so materially below cost of production, it is surmised that a drastic cutting down of operations will become inevitable. Among drugs, new Norwegian cod-liver oil has further declined, principally on account of the fact that buyers did not follow the advance to the extent anticipated, added to which there was another week's good production. Menthol is quiet and unchanged. Japanese camphor is also quiet but steady. Belgian chamomiles have been slow of sale of late and holders are anxious to make progress. Star anise oil is easier to arrive. Agar agar, gum acacia and ipecacuanha are cheaper. In the group of pharmaceutical chemicals a steady flow of business continues on restricted lines, without any decided price-changes. Milk sugar shows a slight recovery. Citric and tartaric acids continue depressed, with business below normal for the period of year; foreign cream of tartar is the turn weaker. Sodium benzoate is steadier. There are no price changes among the industrial chemicals, and only a very moderate business is reported. Among the so-called vegetable oils, business is on limited lines, with a number of slight fluctuations in values. Both palm kernel and palm oils are easier, while linseed shows a slight appreciation. American turpentine, after being dearer early in the week, declined heavily at the close; castor is dull and soya irregular.

Higher	Firmer	Easier	Lower
Senna pods (Alex.) Wax (Carnauba, fine grades)	Linseed oil	Anise, star, oil Antimony (Eng.) Balsam tolu Coconut (desicc.) Cream of tartar Menthol Palm kernel oil Palm oils	Agar agar Chamomiles Cod-liver oil Coconut oil Gum acacia Ipecacuanha Pimento Rubber
	Steadier		
	Milk-sugar Sodium benzoate		

Cablegram

BERGEN, April 22.—The catch of cod since the opening of the season now amounts to 30,500,000, against 54,692,000 for the corresponding week of last year, and the yield of steam-refined non-freezing oil is 50,690 hectolitres, against 73,443 hectolitres at the same date last year. Lofoten fishing is now declining and results at Finmarken are uneven, little of the catch consisting of cod. The market for finest new Lofoten steam-refined non-freezing oil is easier at about 115s. per barrel c.i.f.

Crude Drugs, etc.

AGAR-AGAR.—A fair-sized quantity having arrived, prices are cheaper, No. 1 Kobe offering at 3s. 4d. per lb., No. 2 at 3s. 1d. to 3s. 2d. on the spot.

ALOES.—The parcels of Curaçao which have just arrived are all damaged, and firmer prices are again asked on spot. Fine livers are from 145s. to 150s., medium quality are difficult to find, and of coarse turned a few boxes may be had in the neighbourhood of 120s. to 125s. Zanzibar are unchanged at late prices; good bright part soft, in kegs, are quoted at £6 7s. 6d., hard bright, in cases (without skins) are at from £5 5s. to £5 10s. Zanzibar skins, medium quality, are on offer at 90s. to 95s., with poor quality skins still obtainable at from 60s. to 65s. in quantity. Capes are very slow in poor demand and stocks here are very light: good bright are 37s. 6d. and No. 2 quality at 36s. 6d.

BALSAMS.—*Tolu* is easier on account of one or two fresh arrivals. Good bright opaque is now quoted at from 2s. 7d. to 2s. 9d., slightly drossy at 2s. 6d. Continental prices come somewhat lower than these for usual good quality.

BENZOIN.—Sumatra is steady, and during the past week there has been more inquiry. Good almondy Sumatra seconds have been sold up to £8; good medium seconds are quoted at £7 15s., ordinary ditto at £7 10s. Thirds are now in better supply and realising from £6 5s. to £6 17s. 6d. per cwt.

BUCHU is unchanged. Good green rounds, new crop, are quoted at from 1s. 1½d. to 1s. 2d.; medium rounds, good green, at 1s. 1d.; dullish quality rounds at 1s.; and manufacturing at 11d. per lb. spot. Ovals are still quoted at easier prices, around 8½d. for good green, part stalky; manufacturing ovals are in good supply, with prices nominal.

CAMPHOR (REFINED).—Japanese slabs are steady but quiet at 2s. 1½d., flowers at 2s 2d., and ¼ oz. at 2s. 7d. per lb. To arrive, slabs are offered at 1s. 11d., flowers at 1s 11½d., and ¼-oz. tablets at 2s. 5½d. c.i.f.

CARDAMOMS remain quiet, with very little business passing. Bold Ceylon-Mysore are 6s. to 6s. 3d., mediums 4s. to 4s. 3d., small mediums 2s. 9d. to 3s., and smalls 2s. 3d. to 2s. 6d. per lb. Green Alleppy on spot are offered at 1s. 11d., and for shipment at 1s. 8d. c.i.f. Bombay seeds on spot are quoted at 3s. per lb.

CASCARA SAGRADA.—Old crop bark is in more inquiry: 1924 peel is quoted at 70s. to 72s. 6d.; 1929 peel at 67s. 6d., and 1930 peel at 47s. 6d. spot.

CHAMOMILES are very slow of sale and holders are anxious to reduce stocks. Sellers of fair white Belgian quote 120s., medium at 115s., and small brownish at 110s. per cwt.

CINCHONA.—An auction of 711 packages Java pharmaceutical bark, weighing 28,630 kilos, will be held at Amsterdam on Wednesday, May 6.

COCOA BUTTER.—Prime English is quoted at 10¾d., C.F.R. at 10¾d., and Van Houten's "A" at 11d. per lb., in not less than one-ton lots.

COCONUT (DESICCATED).—Market is quiet and prices are still on the downward trend. Fine and medium on spot is offered at 22s. 6d. For April-May and May-June shipment 20s. 10½d. c.i.f. is now quoted.

CLOVES.—Zanzibar are quiet and unchanged on the spot at 10¾d. per lb. Sales for April shipment have been made at 9½d. per lb. c.i.f. and sellers; May-June is quoted at 9d., per lb. c.i.f., and July-August at 8½d. c.i.f. Madagascar is quoted on the spot at 9¾d. per lb., and for May shipment at 9¼d. per lb. c.i.f.

The landings of Zanzibar in London during the week ended April 18 have been *nil* and the deliveries five, leaving a stock of 506, against 945 in 1930 and 1,960 bales in 1929. From January 1 to date, landings of Zanzibar have been 409, against 3,133 in 1930, and the deliveries 916, against 3,186 in 1930. Landings of Madagascar for the week ended April 18 were 81 and the deliveries one, leaving a stock of 1,181, against 1,836 in 1930 and 1,868 bales in 1929. Landings of Madagascar this year to date have been 1,395, against 2,594 in 1930, and the deliveries 1,120, against 772 in 1930.

COD-LIVER OIL.—The Lofoten fishing during the past week has much improved, and it would appear that the season is being prolonged in order to try and make up the deficiency which up to date amounts to 19,615 barrels, against the same date last year. Prices are generally lower, as buyers have failed to respond to the recent advance to any large extent. Sellers have come forward with more reasonable ideas and quotations range from about 112s. 6d. to 115s. per barrel c.i.f. for finest new non-congealing steam-refined Lofoten oil. At the lower range of prices more interest has been shown by consumers and a fair amount of business has been done with the home trade.

BERGEN, April 20.—The fishing results in Lofoten, contrary to all expectation, last week was exceptionally fine, and must be attributed to the fact that the cod is now leaving the inner fjords towards the ocean. The fishermen now, however,

are leaving Lofoten, and last week the number of boats was reduced to about 4,000. In Finmarken the result up to date is of no importance. The market for cod-liver oil is a little easier, exporters quoting about 115s., c.i.f. London, for finest Lofoten quality. Producers are holding off as the present prices do not cover cost of production.

GENTIAN.—French is quoted at 20s. per cwt, on the spot.

GUM ACACIA has experienced a further set-back and prices are 1s. per cwt. cheaper for shipment, April-May being offered at 37s. to 37s. 6d. per cwt. c.i.f. for new crop cleaned Kordofan sorts and 35s. 6d. c.i.f. for natural. Spot is also easier at 45s. to 47s. 6d. for cleaned and 43s. for natural. Good white bleached is very scarce, and 145s. has been paid. The reason for this high price is due to the fact that the new crop is not expected here until June-July, when prices will be appreciably lower.

IPECACUANHA is lower, with a recent arrival increasing the stocks on hand here. Quotations are now from 7s. 3d. to 7s. 6d. per lb. spot as to quality for Matto Grosso, the Continent meeting these prices. Manaos is offered at below these prices.

KOLA is in slow demand. Fine West Indian halves are quoted at 2½d. to 2¾d. West African are in good supply around 1½d. to 2d. spot.

MENTHOL is without any movement of importance. On the spot, competition is still very keen, with sellers at from 14s. to 14s. 3d. per lb. To arrive, no business is reported and prices are unchanged, with sellers at from 14s. to 14s. 3d. per lb. c.i.f.

MERCURY.—The home trade demand is still strictly hand to mouth, although there is no pressure of offers on the spot. At the same timo offers are being made outside of the Combine equal to about £21 12s. 6d. net per bottle, whereas the official quotation for small lots is maintained at £21 17s. 6d. per bottle net, subject to a rebate for good-sized parcels. U.K. imports for March were 1,071 bottles, making a total for the three months of 2,733 bottles, which compares with 2,397 bottles for the same period last year. Re-exports for March were only 210 bottles, and for the three months 854 bottles, against 789 bottles for January-March 1930.

PIMENTO is quiet and lower at 3¾d. per lb. spot. To arrive, May-June shipment is quoted at 30s. per cwt. c.i.f.

PLATINUM.—At the very low prices ruling at around £5 per oz., according to quantity, there has been a distinct improvement in the demand and more confidence shown.

RHUBARB.—Shensi is still in short supply, with 5s. paid for fine bold, bright-coated, pinky fracture, round. Good medium round is quoted at 4s. 9d. No pickings are available. Canton prices are as at last sale.

RUBBER continues to establish fresh "records," and this week the commodity has experienced a further debacle, the price having collapsed to the new low level of 2⅞d. per lb. This continuous decline is being felt in many directions, and the produce markets generally are suffering in consequence of this lack of confidence in main commodities. The weakness in rubber is accentuated by the ever-increasing production, and in spite of the low prices ruling, the present visible supplies at the principal centres are estimated to exceed 500,000 tons, which total is being added to weekly. The London stock, which was further increased by 1,283 tons last week, now stands at 85,704 tons, against 73,252 tons at the corresponding period last year. The Liverpool stock now stands at 51,221 tons. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and May-June, 2⅞d.; July-September, 3d.; October-December, 3⅛d. per lb.

SARSAPARILLA.—Stocks of good grey Jamaica are held a little firmer at 1s. 4d. per lb. spot. Native Jamaica is easier, good red now offering at from 1s. 4d. to 1s. 5d., medium red is 1s. 3d. to 1s. 3½d., mixed 1s. 2½d., and palish at 1s. 2d.

SEEDS.—ANISE.—Spanish is 47s. 6d., Bulgarian 32s. 6d., and Russian 31s. per cwt. on the spot. CANARY.—Mazagan on spot has been cleared at 23s. Tangier is firm at 22s., and Morocco (4 per cent.) 18s. 6d. CORIANDER.—Sound seed on spot is quoted at 9s., and weevilly at 8s. 6d. CUMIN.—Malta on spot is unchanged at 57s. 6d. Morocco is firm at 52s. 6d. to 53s. 6d. spot. FENUGREEK.—Old crop Morocco remains scarce on spot at 17s. New crop is selling at 14s. 6d., and Tunisian is offered at 17s. 6d. spot. CARAWAY.—Dutch on spot is offered at 28s. to 28s. 6d. Very little business is passing. MUSTARD.—English is offered from 23s. to 32s. 6d. per cwt., according to quality.

SENEGA is lower with second-hands wanting to realise at from 2s. 3d. to 2s. 3½d. per lb. spot. To arrive, the forward quotation is higher than spot price at 2s. 6d. per lb. c.i.f.

SENNA PODS.—Supplementing the information given in our issue last week (p. 461), we are informed that the entire crop of Alexandrian senna pods is usually shipped to London. According to the Sudan Customs statistics, the following quantities have been exported:—

	1924	1925	1926	1927	1928	1929	1930
Tons	137	85	51	71	96	79	157

Although last year marked a "record" in the quantity exported, the market in London does not appear to be too well supplied, which is clear evidence that the consumption has considerably increased. At present there is a very good demand, particularly for the best grade, which sells easily from 3s. 9d. to 5s. per lb. Prices are from 3d. to 6d. per lb. higher than last week, manufacturing grades being about 1d. per lb. dearer. The good-class pods are mainly consumed in this country, but an important firm in the United States has commenced packing the pods, and if they are successful in this venture there is bound to be a big demand also from that market and prices will considerably increase in view of the limited supplies. The cultivation of these pods in the Sudan is a very intricate affair and a successful crop is very problematical, depending a great deal upon atmospheric conditions, insect attacks, etc.

SHELLAC is dull and unchanged, usual standard TN orange offering at 75s. per cwt. on the spot. Fine orange is 90s. to 180s., pure button is 100s., and AC cakey 90s. per cwt. To arrive, April-May shipment is quoted at 62s. per cwt. c.i.f. Sales for delivery include August at 68s. to 70s. to 69s. and October at 69s. 6d. to 71s. to 70s.

SQUILL.—Fair white is offered at 17s. 6d. per cwt. on the spot.

WAX (BEES') is quiet but steady. Benguela is offered at 105s. to 107s. 6d. on the spot and at 100s. c.i.f. Conakry is 105s. spot and 97s. 6d. c.i.f. Jamaica, £5 15s. to £5 17s. 6d. spot.

WAX (VEGETABLE).—Carnauba is quiet but steady. Fatty grey is 72s. 6d. and chalky 71s. spot. Prime yellow and Mediana are both extremely scarce on the spot, with practically nothing offering from origin: spot values are nominal at 136s. for prime and 132s. 6d. for Mediana. During the past fortnight or so the prices of these fine grades have advanced about £20 per ton.

Essential Oils

THE tone is dull but prices are fairly steady. Eucalyptus is lower. Java citronella is firm, both on the spot and for shipment. Japanese dementholised peppermint is firmer to arrive. American peppermint, spearmint and wormseed are weak. Lemon oil is steady.

ANISE (STAR).—"Red Ship" brand is quiet, with leads offering on the spot at 2s. 3d. and tins at 2s. 2d. per lb. To arrive, leads are quoted at 1s. 8¾d., tins at 1s. 8d., and drums at 1s. 7½d. c.i.f., with business at the latter figure.

BERGAMOT, 38 to 40 per cent., is offered at from 6s. 10d. to 7s. 6d. per lb. c.i.f. as to seller, and on the spot at from 7s. to 7s. 9d. per lb.

CASSIA, 80 to 85 per cent., is unchanged at 2s. 7½d. to 2s. 8d. per lb. c.i.f. and on the spot at 3s. 1d. to 3s. 1½d. per lb.

CINNAMON LEAF is quoted at 3s. 10d. per lb. spot, and to arrive at 2s. 10d. to 3s. per lb. c.i.f.

CITRONELLA.—Java is very firm at source and is offered at 1s. 11¾d. per lb. c.i.f.; on the spot 1s. 11½d. per lb. is quoted. Ceylon is quoted at about 1s. 8d. per lb. spot, and to arrive at 1s. 5½d. per lb. c.i.f.

EUCALYPTUS.—On the spot, 70 to 75 per cent. is quoted at 1s. 1½d. per lb. and 80 to 85 per cent. at 1s. 3d.

GINGERGRASS is offered at 6s. 6d. per lb. c.i.f. to arrive and at 7s. on the spot.

LEMON is very steady on the spot at from 3s. to 3s. 6d. per lb. as to seller. Machine-made is about 2s. 9d. spot. For shipment, arrival prices are at around 2s. 9d. c.i.f. and 2s. 3d. per lb. c.i.f. respectively.

LEMONGRASS is unchanged at 2s. 1d. per lb. spot, and to arrive at 2s. per lb. c.i.f.

ORANGE.—Sicilian sweet is quoted on the spot at from 7s. 3d. to 8s. per lb. as to seller. Bitter is quoted at 6s. 6d. to 7s. 3d. per lb. spot, and to arrive at from 6s. 4d. to 7s. per lb. c.i.f. West Indian sweet is 6s. 9d. per lb. spot and 6s. 3d. per lb. c.i.f.

PALMAROSA is steady at 8s. per lb. on the spot, and to arrive 7s 6d. c.i.f. is quoted.

PEPPERMINT.—Sellers of Japanese dementholised K/S now quote 4s. 3d. per lb. and other brands at 4s. The c.i.f. position is firm at 4s. 3d. per lb. c.i.f. from second hands, with business reported at this figure for July-August shipment. American natural tin oil is very weak at 7s. 6d. per lb c.i.f. in tins, and 7s. per lb. c.i.f. in drums. On the spot, 7s. 6d. to 7s. 9d. is quoted, as to seller. H.G.H. is 12s. 3d. per lb. spot, and to arrive at 11s. 10½d. c.i.f.

SPEARMINT is weak at 11s. to 11s. 3d. per lb. c.i.f. On the spot, 11s. 9d. to 12s. per lb. is quoted as to seller.

WORMSEED (CHENOPODIUM) is quoted at from 13s. 6d. to 14s. 6d. per lb. spot as to seller. To arrive, easier at 13s. to 13s. 6d. per lb. c.i.f. owing to pressure to realise stocks at origin.

Pharmaceutical Chemicals, etc.

A STEADY flow of business on limited lines continues to be reported, and prices, for the most part, are maintained. Milk sugar shows a slight recovery, and sodium benzoate is steadier. Phenazone is selling well up to Convention prices, and supplies of phenacetin in second-hands are less in evidence.

ACETANILIDE continues steady on a dull market: B.P. crystals and powder, 1s. 4½d. to 1s. 6d. per lb.

AMIDOPYRIN remains firm, with second hands quoting from 13s. to 13s. 3d. per lb. as to quantity.

ASPIRIN.—There is about the usual business moving, with prices unchanged. Home trade: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 1 lb., 3s. 4d. per lb. Export to Colonies and British Possessions: ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; and less than one cwt., 2s. 9d. per lb. f.o.b. Export prices to other destinations are unchanged.

BARBITONE is unchanged, with occasional small business moving: spot, 7s. 3d. to 7s. 9d. per lb., as to quantity.

BENZALDEHYDE is unchanged on a poor market: quantities of f.f.c. in carboys, 1s. 10d. per lb.

BENZOIC ACID (B.P.) is very steady and business is fair: quantities, ex works, 1s. 9½d. to 1s. 10d.; spot parcels, 1s. 10¼d. to 1s. 10½d. per lb. ex store.

BENZONAPHTHOL remains slow of sale, with dealers quoting spot at about 2s. 8d. per lb.

BROMIDES.—Prices quoted are about unchanged and business is not of much account: ammonium, 1s. 8d. to 1s. 8½d.; potassium, B.P. crystals, 1s. 4½d. to 1s. 5d.; granular, about 1s. 4½d.; sodium, B.P., 1s. 6½d. to 1s. 7d. per lb. Makers' and dealers' prices are level.

CALCIUM LACTATE is moving occasionally, with quoted rates at about 1s. 1½d. to 1s. 3d. per lb. as to quantity.

CITRIC ACID (B.P. crystals).—There is still no sign of improvement, either as regards business or the general tone: foreign on spot is quoted in the region of 1s. per lb., less 5 per cent., for fair-sized quantities; smaller lots, 1s. 0¼d. to 1s. 0½d., less 5 per cent.

CREAM OF TARTAR.—A certain amount of spasmodic business is reported, with the sales prices very keen: foreign (99 to 100 per cent. powder) on spot is now in the region of 80s. per cwt., less 2½ per cent., for good-sized quantities.

HEXAMINE.—A steady flow of fairly satisfactory business continues: prices range from slightly less than 1s. 10d. for large quantities up to 1s. 11d. per lb. for small lots.

HYDROQUINONE is steady at Convention prices and business is fair: quoted from 3s. 7½d. to 4s. 5d. per lb.

METHYL SALICYLATE (B.P.) is moving off well, but most of the business is ex old contracts: the market is very steady at 1s. 3d. to 1s. 5d. per lb. as to quantity.

METHYL SULPHONAL is steady, although business is of little account: spot, 12s. 7d. to 13s. 10d. per lb. as to quantity.

MILK SUGAR.—There is a slightly better tone and prices show some recovery, with the market steady: two cwt., 46s.; ten cwt., 45s. 6d.; one ton, 45s. per cwt.

PARAFORMALDEHYDE continues in fair demand, with prices holding steady: 100 per cent. powder, in quantities, from 1s. 5¼d. up to 1s. 6½d. per lb. for small parcels.

PARALDEHYDE is a keen market for the little business moving: quoted from 1s. 1d. to 1s. 3d. per lb.

PHENACETIN.—The tone is healthy and business is not at all bad: the quoted prices of 3s. 8d. up to 3s. 10½d. per lb. for crystals are being obtained, with powder 1½d. more.

PHENAZONE is well maintained at quoted rates, with a moderate-sized business being transacted: crystals, 6s. 11d. to 7s. 3½d. per lb. as to quantity, with powder 1½d. more.

PHENOLPHTHALEIN is holding at Convention rates. Home trade: ten cwt., 5s.; two cwt., 5s. 1d.; less than two cwt., 5s. 2½d. per lb. Export: ten cwt., 4s.; two cwt., 4s. 1¼d.; less than two cwt., 4s. 2¼d. per lb. f.o.b.

PHENYL ETHYL BARBITURIC ACID is holding steady at the advances recorded last week: contracts of three months, 56 lb., 52s. 3d.; less than 56 lb., 54s. 9d. per lb. Bottles of one kilo and over are free; same prices for sodium.

RESORCIN is unaltered on a quiet market as quoted at 2s. 11d. to 3s. 2d. per lb. as to quantity.

SALICYLIC ACID (B.P.) is held firm at home makers' figures: 1s. 5d. up to 2s. per lb. as to quantity.

SALOL is steady but business is poor: quoted from 3s. 7½d. up to 3s. 10½d. per lb. as to quantity.

SANTONIN.—There has been less evidence of outside competition of late, as judged by fewer freer offers from those quarters. Sellers quote about £50 per kilo in kilo lots.

SODIUM BENZOATE (B.P.) is steadier, while business is sustained: quantities, ex works, from 1s. 6¾d. up to 1s. 7½d. per lb. for small spot lots.

SODIUM SALICYLATE (B.P.) continues in average call, with prices steady. Home trade: two tons, 1s. 10d.; one ton, 1s. 10½d.; ten cwt., 1s. 11d.; five cwt., 1s. 11½d.; one cwt., 2s.; 28 lb., 2s. 2d.; 14 lb., 2s. 3d.; 7 lb., 2s. 4d.; 1 lb., 2s. 5d. per lb. for powder, with crystals 1d. per lb. more. Export prices to all destinations are unchanged.

TARTARIC ACID (B.P. crystals).—The apparent lack of anything approaching the usual volume of business for the period of year continues to have a depressing effect: foreign in large quantities is at about 11d. to 11¼d., less 5 per cent.; small business of a cwt. or two, ¼d. more.

THYMOL is steady but neglected: synthetic fine white, 6s. 3d. to 6s. 6d. per lb.; ex ajowan seed, 7s. 3d. to 7s. 6d. per lb. as to quantity.

VANILLIN is unchanged at Convention rates: ex guaiacol, one ton, 13s. up to 15s. per lb. for small lots; ex clove oil, 14s. 6d. up to 16s. 6d. per lb. for small lots.

Fixed Oils, etc.

A NUMBER of slight variations in values are recorded. Palm oils are easier; American turpentine was again dearer early in the week, but declined heavily on Wednesday. Linseed oil shows a slight appreciation on the week. Business has been limited. ACID OILS show some improvement, closing steady: coconut and/or palm kernel, 21s. 6d.; groundnut, 20s.; soya, 18s. spot. CASTOR is dull and unchanged: pharmaceutical, 40s.; first pressings, 36s.; second pressings, 33s. per cwt., in barrels, on the spot, in not less than one-ton lots. COCONUT is slightly easier on a slow market: deodorised, spot, 32s.; Ceylon, 23s. 3d. c.i.f. COTTON has been quiet, but values are maintained: deodorised, 30s.; common edible, 28s.; soapmaking, 26s. 6d.; crude, 24s. spot. GROUNDNUT is quiet, but values on quotation are a little better: deodorised, spot, 33s. 3d.; crude Oriental, 27s. 6d. c.i.f. PALM KERNEL is slightly easier and dull: deodorised, 30s. 6d.; crude, 25s. 9d. spot. PALM has been quiet all the week and values for all grades are easier: Lagos, 17s.; softs, 16s. 9d.; mediums, 17s. 3d.; hards, 17s. 6d.; bleached, 20s. spot. RAPE is steady with business quiet: refined, 34s. 3d.; crude, 32s. 6d. spot. SOYA.—Business has been dull and quoted values are irregular: deodorised, 28s. 6d.; crude, 19s. spot. LINSEED (raw, naked).—Values for all positions show a slight improvement and the market, although quiet, is fairly steady: on spot, 18s. 6d.; April, 17s. 1½d.; May-August, 17s. 3d.; September-December, 18s. 1½d. Boiled oil, on spot, 21s. 9d. TURPENTINE has been strong in response to American reports, while there has been some talk of an increase in the duty, although this is believed to be premature. The American price at Savannah jumped to 56c., on account of the smaller receipts of the new crop to date and reduced stocks, but at the close Savannah declined to 50c. Prices in London on Wednesday closed weak at 42s. 3d. and May-June at 42s. 9d. Deliveries for this week are expected to be considerably larger, and the figures for last week were 1,866 barrels, making a total since January 1 of 28,358 barrels. This compares with 30,040 barrels a year before. Stocks show an increase due to fresh landings, the total being 42,107 barrels, which, together with small quantities afloat and landing, makes the London visible supply 42,367 barrels, against 17,783 barrels a year ago. RESIN was very quiet and failed to be influenced by the rise in turpentine, while American stocks showed an increase. C.i.f. terms were as follows: American B 9s. 7d., D 11s., F/G 12s. 4½d. to 12s. 5½d., W/G 16s. 11½d., and W/W 18s. 4d. French was inactive, with sellers of F/G at 11s. 6d., W/G at 12s. 7½d., and W/W 12s. 9d. c.i.f. to arrive. WOOD.—Hankow in barrels on spot is dull at about 37s. 6d. per cwt.

Correspondence

Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

Chemists' Prices

SIR,—I should like to express my highest appreciation of what I consider one of the best editorial articles ever published in the *C. & D.;* I refer to your issue of April 18. You have given a most lucid and convincing statement of facts which is beyond dispute. Yes, if chemist would only analyse the cost of conducting their businesses, how many would be disillusioned! Let us hope that your advice to carry out this investigation may be taken to heart, and when completed by the individual chemist let him, if necessary (and in the vast majority of cases it will be), take his courage in both hands and raise his professional charges. He will be doing a service not only to himself but also to the pharmaceutical profession. Surely the statement of that wonderful economist, Adam Smith, must convince the most sceptical in our ranks, for I am convinced that the plight of pharmacy professionally is the outcome of the weak-kneed and unbusinesslike methods of conducting business exhibited by the average chemist. A good article, coupled with good service, constitutes the "ethics of business"; this the average chemist undoubtedly gives, and let him not forget that the cost of his service should include the money, time and brain work expended in securing his qualification. If he does this, he should, in your own words, receive "adequate remuneration." Pharmacy is under a debt of gratitude to THE CHEMIST AND DRUGGIST for so ably stating its case; and if we only take your message to heart and act up to it, there will soon appear the upward trend of pharmacy.

Yours faithfully,
THE THISTLE (21/4).

SIR,—Your leader in the issue of April 18 on the subject of prices and profits tempts me to break silence. I want to ask how it comes about that complaints about alleged profiteering are directed almost invariably against the retailer and seldom, if ever, against the wholesaler. The answer, perhaps, is that this is the exception which proves the rule of British sportsmanship. Let us attack, say the public and the Press, the weak: we dare not attack the strong! And yet, who profiteers so much as the wholesaler? We pharmacists know perfectly well the composition, for example, of most patent medicines and of such things as aspirin sold under fancy names at fancy prices. The profit—as parliamentary debaters understand the term—is enormous; and yet, when does Parliament or the public or the Press raise its voice against the profiteering manufacturer? Many a "retail" chemist could say with truth that if his whole turnover was profit, he would still not be rich. Wholesalers ought to support retailers in resisting the economic fallacies of M.P.s and of the popular Press. It would be so easy for the retailer to "expose" the wholesaler and to prove—on paper—that the wholesaler's profits are frequently greater and more "iniquitous" than the retailer's.

Yours truly,
R. CECIL OWEN.

Chester.

Price Cutting

SIR,—Mr. E. C. Cripps, in his paper on "How to Make Profits" in your issue of April 18, does a useful service by reminding the present generation in plain English how much the previous generation of pharmacists suffered from the intense cutting of retail prices in the 'eighties and 'nineties of last century. This price cutting was insane in its intensity—but what could the retail pharmacist do during that period against the development of the chain stores, the taking up of the sale of proprietary goods by large stores, and the "catch" lines made by the grocery trade? It would not be wise to say that he was helpless, but it was almost impossible for him to stem the tide of encroachment upon his business and his profits. It was no uncommon instance for a "store" to buy a big original lot of any well-known and ready-selling proprietary medicine, retail it at a bare margin of profit upon the rock-bottom cost, and, when the purchase had been sold out, discontinue stocking it, leaving the retail pharmacist to bear the burden of supplying the public with future lots at the price which had become established by such competition. Unfortunately this intense form of competitive prices did not end with individual instances. The economic principle of the lowest price—retail or otherwise—must be accepted with a wide margin of allowance. An adequate return for services rendered should be a basic consideration in commercial transactions; otherwise the outcome is longer hours of service in the hope of increased returns, or a reduction in profit and hence in wages. It will be well within the margin to say that the public purchased, during the period to which I refer, the main proprietary lines at a retail price which was about 5 per cent. above the net cost from the proprietor or manufacturer; and out of this small percentage had to be met the cost of breaking bulk, packing, carriage and incidental expenses on the part of the wholesaler, after which the retailer had to take his small share of the spoil which remained. My greatest and most pleasing association with my craft is the fact that I was one of the earliest adherents to the P.A.T.A., created by that stalwart of pharmacy, the then Mr. Glyn-Jones, whose services merit a cenotaph.

Yours truly,
FRANK ENGLISH (21/4).

The Policy of the Retail Pharmacists' Union

SIR,—With reference to the remarks of "Xrayser III" regarding the change in rules of the Union, he appears to have overlooked the fact that the change regarding membership is intended to give emergency powers to the Executive. The policy of the R.P.U. is definitely that of confining its membership to proprietor chemists so long as membership of the Pharmaceutical Society remains a voluntary matter. A careful reading of the alteration to our membership rule will indicate that the Executive can at a moment's notice, when necessary, include all qualified chemists in the organisation and give them full membership benefits. In such circumstances, naturally there would have to be a subsequent general revision of the rules for the new organisation, which could be done leisurely with the new members taking part. If the general change does not become necessary, the rule can stand and the Executive can elect as associates, whenever they think fit, men whom they wish to honour and whom they desire to bring into active co-operation with themselves. I may repeat that if the Poisons Bill does become an Act and compulsory membership of the Society is forced upon qualified chemists, the R.P.U. will reconstitute its organisation and become the voluntary body prepared to protect the interests of all qualified chemists, whether proprietors or otherwise.—Yours faithfully,

G. A. MALLINSON,
Secretary, Retail Pharmacists' Union.
London, W.C.1.

Illogical Terminology

SIR,—Really, Mr. R. Cecil Owen ought to know better than to give currency to terminology of which he admits the illogicality (*C. & D.*, April 18, p. 448). One would never have expected him, of all people, to be content to describe himself as a "retail" pharmacist, and it comes as a shock to find a person of his mental calibre and educational attainments copying a bad habit. It is truly remarkable how easy this drifting into inaccuracy and sloppiness seems to be. Within the past few weeks, I have noted references to "retail" pharmacy and "retail" pharmacist in various places in your pages, including even the columns where "Xrayser III"

disports himself. Some advertisers are among the worst offenders, but much is perhaps to be excused in those offering goods or businesses for sale, when apparently afflicted wth a plethora of eulogistic phraseology. The point remains, however, that "retail" pharmacy is a misnomer, and that there can be no such thing as a "retail" pharmacist. When a pharmacist engages in retail business, he should be regarded as practising general pharmacy, as distinguished from specialised work in other places than open shops. If such discrimination seems to be called for, he can be satisfactorily differentiated from those devoted to pharmaceutical work in wholesalers' laboratories, and hospitals or other institutions, by application of the appellation "general" pharmacist. It has been a matter for congratulation that the R.P.U. is disposed to alter its title and thus remove the objectionable illogicality from its style. In recognition of this public-spirited attitude, there should be a general appeal to Mr. McNeal and his associates to drop their use of the title which, it is understood, the R.P.U. proposed to adopt. It can be worth little to them, particularly in view of the smallness of their organisation, but may become of great importance to pharmacy as a whole if adopted by the Union.

Yours faithfully,

JOHN HUMPHREY.

Harrow.

The Main Issue

SIR,—Mr. Hugo Wolff has sadly drifted from the main issue—the Pharmacy and Poisons Bill—to personalities and "Ego." He writes as though he were the only person capable of stating the facts. Mr. Wolff suggests that the sponsors of the B.P.A. are out for personal gain; but I have spoken to many chemists, and they are of one accord that services rendered by Mr. Laws have been of great benefit to themselves, and in opposing the Bill he is doing a further good work. The main issue is the Pharmacy and Poisons Bill; it still remains a fact that the B.P.A said, "kill it at the outset," and that "official" bodies are gradually taking up this attitude, although late in the day. Had the Bill been opposed from the first, pharmacists would not have been subject to so much ridicule or accused of "low moral standard." True, pharmacy has reason to deplore the loss of Sir William Glyn-Jones, but not for the purpose stated by Mr. Wolff. I rather think he would have taken the attitude adopted by the B.P.A. and have killed the Bill in its infancy; there would then not have been the necessity for the B.P.A. Sir William Glyn-Jones had sufficient knowledge of parliamentary procedure to know that it is easier to kill a Bill before it is introduced than to try completely to alter the Bill after the Government has introduced it. I am inclined to think that this knowledge is possessed by one of the sponsors of the B.P.A. Mr. Hugo Wolff's questions are as ludicrous as his assertions; if he wishes to know when a member qualified, he has only to turn over the pages of the Register.—I am, etc.,

M. P. S. (21/4).

Council Election

SIR,—The Birmingham Pharmaceutical Association have adopted Mr. J. W. Atkinson as a candidate for the forthcoming Council election. We earnestly solicit support and influence to ensure his return. Mr. Atkinson has occupied the position of president of our Association, and many other official positions in connection with pharmacy in Birmingham. He has been actively associated with all local executive work for upwards of twenty-five years, and his views upon pharmaceutical politics, more particularly in their relation to the successful conduct of retail pharmacy, have been of the greatest assistance to the Council of the Association. We can confidently assure the voters that, if elected, Mr. Atkinson's sound and commonsense views on pharmaceutical matters generally will materially assist his fellow members of the Council in arriving at decisions favourable to the future of retail pharmacy.

Yours, etc.,

D. J. RUSHTON,

Secretary, Birmingham Pharmaceutical Association.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

T. H. (21/3).—SALT.—This is a white, slightly granular powder, consisting of magnesium, sodium and potassium compounds; the anions are carbonate and sulphate; no chloride and no organic matter. The physical properties of the powder favour the view that the powder is composed of anhydrous magnesium sulphate and sodium and potassium bicarbonates; but also some normal carbonate appears to be present.

A. F. (24/8).—LIQUID.—This is a turpentine oil of pleasant odour, recalling that of lemon oil. Optical rotation +9.84°; specific gravity, 0.863. It may be either an original turpentine oil of uncommon origin, or a mixture of an ordinary mild spirit with a little lemon oil added.

J. H. (18/8).—WHIPPET STIMULANT.—This consists of crystalline caffeine.

J. G. (16/8).—GASTRITIS POWDER.—This powder is stated to be of American origin. It consists of magnesium carbonate and some calcium, but not sufficient of the latter to suggest extra calcium carbonate having been added.

S. V. (9/4), who omitted to sign his inquiry, will find the desired information in THE CHEMIST AND DRUGGIST, August 16, 1930, pp. 233 and 246.

C. & H. (19/3).—BOILER LOTION FOR PERMANENT WAVING.—This appears to be nothing but water containing a little rectified spirit, about 15 per cent., and perfume. It is practically neutral, and yields nothing on evaporation on the water bath.

W. L. M. (27/8).—DECARBONISER.—This consists of a collapsible metal tube (as used for tooth-pastes), with the top sealed with paraffin wax and with the large end plugged with a cork, charged with a wad of cotton wool saturated with a colourless aqueous liquid, which is acid in reaction and yields, as squeezed out, 24.4 volumes of hydrogen peroxide; probably a 30-volume solution had been used. The inner walls of the tube were coated with wax to avoid deterioration of the tube and liquid. The acidity appears to be due to phosphoric acid, which is well known as a preservative of hydrogen peroxide solutions, since it contains phosphate.

Retrospect of Fifty Years Ago

Reprinted from "The Chemist and Druggist," April 15, 1881

An Excise Duty Raised

The Chancellor of the Exchequer announces that he shall somewhat raise the duty on foreign "mum" and spruce beer, apparently on the principle adopted by Leech's labourers, who, seeing a stranger pass through their village unknown to any of them, proposed to heave "arf-a-brick at un." Mr. Gladstone says that neither he nor any member of the Board of Inland Revenue knows what either spruce beer or mum is. They have missed a treat. The genuine article tastes like fermented furniture polish. , , , It is with regard to rats, spiders, bugs and blackbeetles that pious people always wax eloquent on the subject of everything being created for some beneficent purpose. So it is with nasty drinks. Only make them nasty enough and people believe they must be good as medicines, in accordance with the law of compensation.

Owing to pressure on space, this week's instalment of the C. & D. Commercial Compendium is held over.

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a preparation which costs more than strychnine and ordinary tonics, because it does more.

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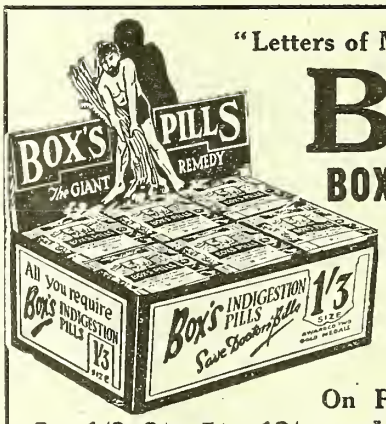

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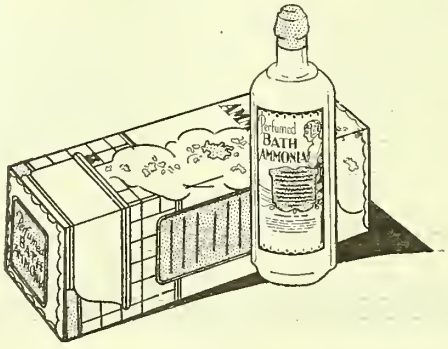

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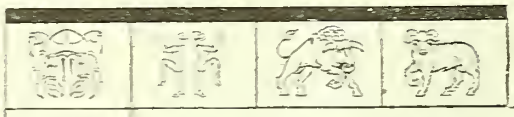

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Ergoapiol (Smith) is identified by the letters "M. H. S." raised in the gelatin on the inside of each capsule—thus

Capsule cut in half thru the seam, showing initials

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[Ergoapiol (Smith) is to be had only in packages of twenty capsules each—never supplied in bulk or other form.]

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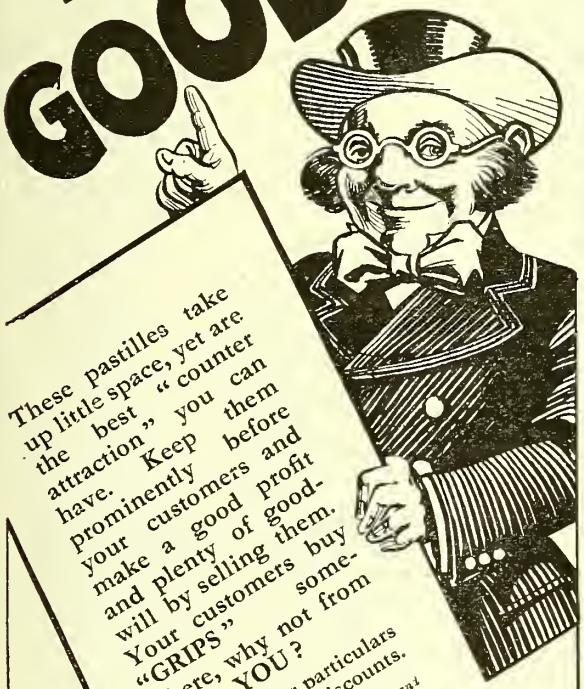

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Clarke's Blood Mixture	3/- & 12/-	£1 : 7 : 0 & £5 : 8 : 0
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FREE CASES. Carriage paid upon orders of £100.

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1/3 ,, 12/- ,,
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6 doz.	- -	**4/-**	,,
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1/- size	-	**8/-**	doz.
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LUNG TONIC

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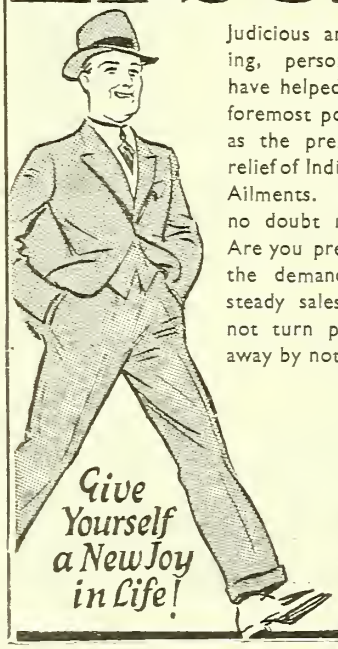
PRICE PROTECTED AT FACE VALUE

W. T. OWBRIDGE, Ltd., The Laboratory, HULL.

A ready steady sale

EPSONIA



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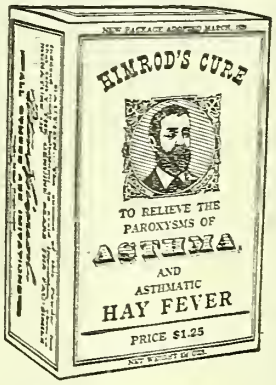

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Repeat Business and
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HOBOKEN, N. J., U. S. A.

—Order From Your Service Jobber—

Chemists & Druggists *should note that*

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BEECHAM AND VENO PROPRIETARIES are worth a display in your establishments, as their steady and increasing sale will amply repay any selling co-operation extended to them.

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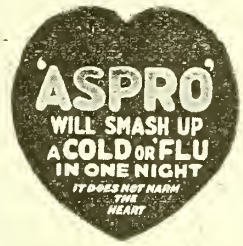

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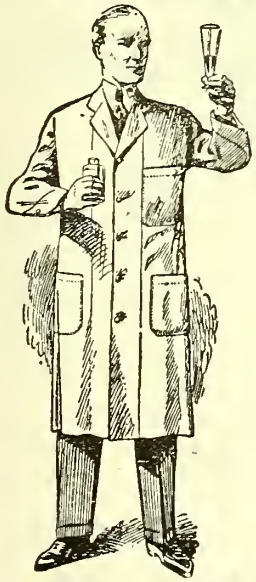

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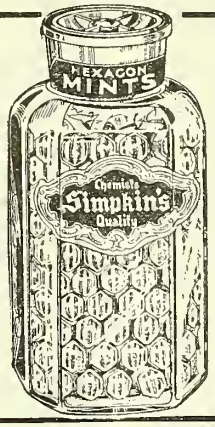

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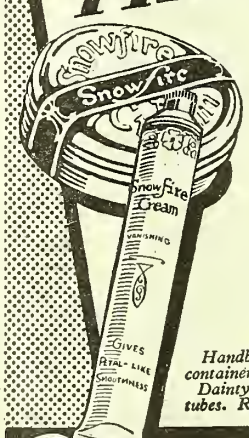

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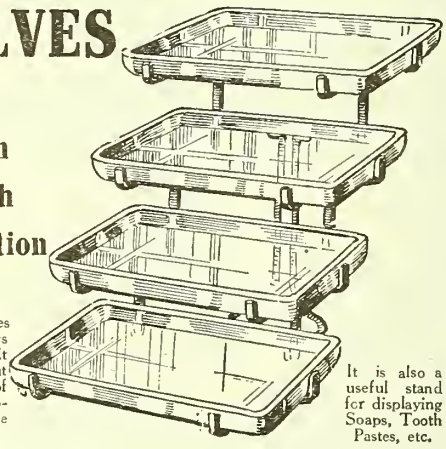

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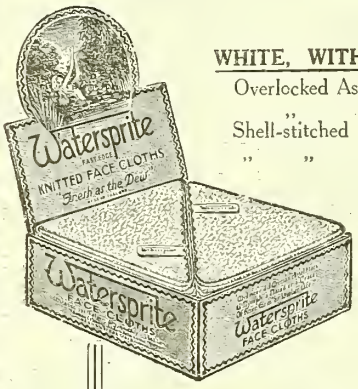

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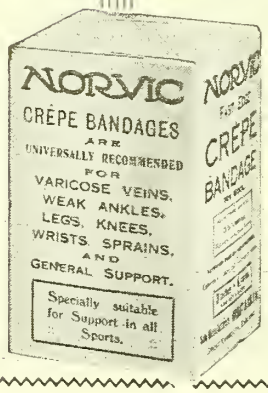

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GROUT & CO., LD.,
35 Wood Street, London, E.C.2

REPEAT ORDERS EVERY POST

for the

LOCARNO MEDICATED TOILET ROLL

WHY!!!

BECAUSE it is ONLY OBTAINABLE FROM THE CHEMIST

CONTAINS 650 SHEETS PURE WHITE SULPHITE PAPER. 12 oz. ROLLS.

COSTS 3D. SELLS at 6D.

FREE DELIVERY. PACKED IN CARTONS. SAMPLE ROLL FREE.

Sole Manufacturers:

J. RUTHERFORD & Co.
LIMITED
VICTORIA PAPER MILLS
VICTORIA ROAD
HOLLOWAY, LONDON, N.7
Contractors to H.M. Government.

TWO·LEADING·LINES

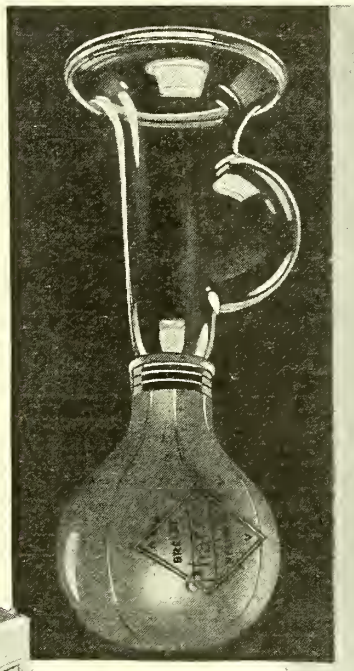
"PHARMAL" BREAST RELIEVER & "NU-LEDA" TEAT

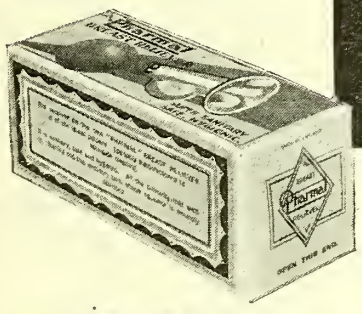
The design of the "Pharmal" Breast Reliever enables the glass receiver to be reached with ease by the finger or a cloth. Perfect cleaning is assured, so making the "Pharmal" the safest, most sanitary and hygienic breast reliever on the market. In 2 oz. size only.

Prices :

Wholesale - **28/-** per doz.
(Boxed complete)

Minimum Retail
Selling Price - **3/6** each
(Boxed complete)





BOTH LINES ON P.A.T.A.

Obtainable through all Wholesale Houses

Pharmal
BREAST RELIEVER

NU-LEDA TEAT

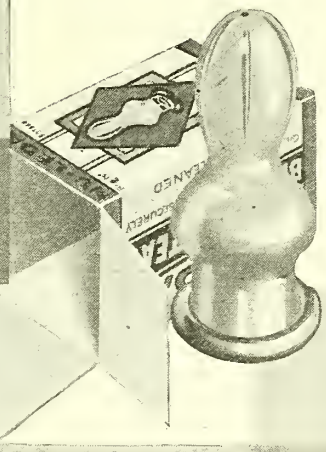
To give it twice the strength and twice the grip the "Nu-Leda" teat embodies two principles of teat construction. First it is re-enforced on the well-known band method, and secondly, it is rolled. Made from purest rubber, sterilisable and easily cleaned, the "Nu-Leda" is ribbed inside to prevent sticking of sides and to assist in cleaning.

Packed in hygienic carton ready for use.

Prices:

Wholesale **26/-** Grs. (over 3 doz.)
,, **28/-** ,, (under 3 doz.)
(Boxed complete)

Minimum Retail
Selling Price - **3½d.** each.
(Boxed complete)



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Grand Buildings, Trafalgar Square, LONDON, W.C.2

Factories - - Leyland, Glasgow, Mitcham, Preston, Dublin

P.P.2-4/31

Best sellers
The public is asking for ZEAL CLINICAL THERMOMETERS because they are:-
GUARANTEED TO STAY ACCURATE
CONSISTENTLY ADVERTISED

De Luxe
ART. SILK BANDAGES

"Crêpsyl" (WOVEN CRÊPE)
Dainty and ideal for understocking wear.
BANDAGES—widths 2in. to 4in. 1/8 to 3/4 ea.
BINDER—widths 4in. to 15in. 3/4 to 12/6 ea.

Beware of imitations and copies.
There is only one Crêpsyl Bandage, and only one Silvick. Passing off is illegal.

"Silvick" (WOVEN STOCKINETTE)
Ideal for Varicose Veins.
Bandages 2/- to 4/- ea.
Binders 4/- to 15/- ea.

ALL BINDERS REINFORCED TO PREVENT SAGGING. SAMPLE CUTTINGS FROM MAKERS.

H. W. LAKE LTD.
6 & 7 C.D. Redcross Street
LONDON, E.C.1

Corks
OF EVERY DESCRIPTION

Send us your Enquiries, and compare our prices.
WHOLESALE & EXPORT.

C. OLLEY & SONS, LTD.
ESTABLISHED 1844.
Camperdown St., and Gt. Alie St., London, E.1.
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METALLIC CAPSULES
for all purposes.
The Tonkin Metallic Capsule Co.
Proprietors - C. Olley & Sons, Ltd.

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Forster's "Eldon" Vapouriser FOR USE WITH NIGHT LIGHT
Retail, 1/9. Wholesale, 15/-.
Also Forster's "Fenolin Fluid" For Whooping Cough.
Write for particulars
HALL, FORSTER & CO., Ltd., Newcastle-on-Tyne.

Medical, Surgical and Scientific.
Wholesale and Export only.
Inquiries invited.
IF YOU BUY ABROAD— WE BOTH LOSE MONEY
GLASSWARE
NIPPLE SHIELDS, IRRIGATORS,
Eye and Nasal Douches, Syringes and Surgical Glass Instruments.
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CONTAINERS OF QUALITY

Skilled craftsmen in our four Factories are at work, day after day, and regularly —by hand or machine — manufacture thousands upon thousands of glass containers of every kind.

Our annealing lehrs send forth a steady stream of bottles destined to reach all corners of the earth.

Good, well-made, super-strong bottles of quality and of distinctive design.

Wise buyers realise that a good container makes all the difference to the finished product—that is why they specify the best British Bottles and regularly order from us.

Whatever your requirements may be we shall be pleased to quote. We can offer many new and distinctly attractive shapes and can guarantee prompt delivery.

If it's a glass container, ask us to quote?

WHOLESALE ENQUIRIES ONLY.

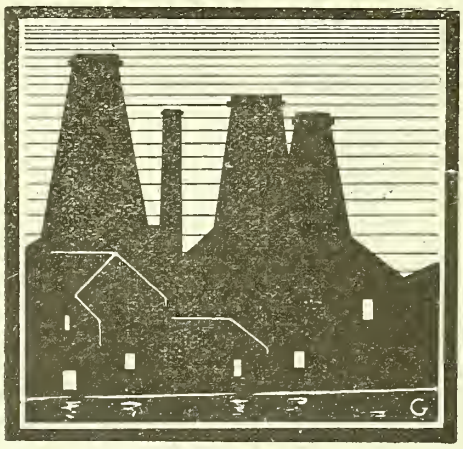
LAX and SHAW Ltd.

Buy British Bottles

Regd. Office : ALBERT GLASS WORKS, HUNSLET, LEEDS

4 Factories : "Albert," "Belinda," "Clarence," and "Donisthorpe."

Telephone : Leeds 21568 (2 *lines*). *Telegrams : "Feeders, Phone, Leeds."*



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DISPENSING BOTTLES
CHEMISTS' SHOP BOTTLES
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Designers & Manufacturers of Glassware for Perfumes, Cosmetics and Bath Salts

SPRINKLER NECK BOTTLES
WHITE OPAL and FROSTED GLASSWARE

All our Manufacture is of the Highest Quality

WOOD BROS. GLASS Co.
LIMITED
(*ESTABLISHED* 1828)
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keep that slim youthful figure

Try the new way—just take a tablet of Lacey's Reducing Gum after every meal and your weight will gradually but surely reduce.

Well advertised and agreeably packed this Wonderful New reducing agent sells rapidly wherever shown. Order from your Wholesaler to-day.

Sold in tins at 1/3

Lacey's REDUCING CHEWING GUM

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No order too small. No order too large. Send your Sizes or Samples and we will quote by return. We KNOW how to meet your wishes, and will satisfy you in every way.

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PLAIN TINS

from 2 ozs. to 28 lbs.

FOR PACKING DRUGS AND POWDERS

THERE'S SOME-BODY IN THIS TIN

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WE SUPPLY

DECORATED TINS

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SAMPLES AND PRICES UPON REQUEST.

THE CALDICOT TIN STAMPING WORKS LTD.

CALDICOT, Nr. CHEPSTOW, Mon.

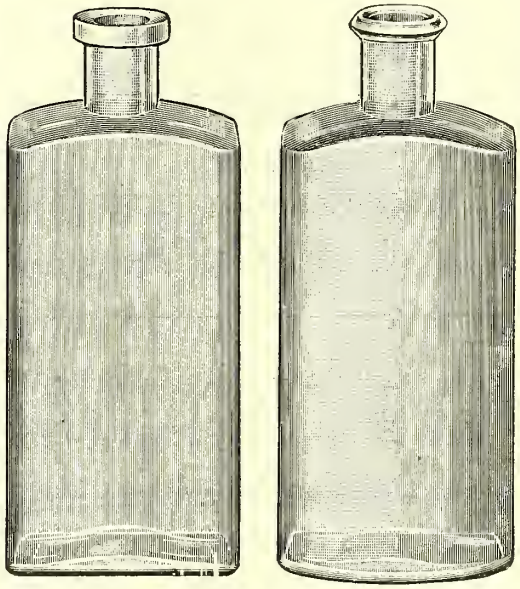
Beatson, Clark & Co.

LIMITED

Chemical & Medical Glass Manufacturers

ROTHERHAM, YORKS

The Chemists who are doing the business are the Chemists who turn the work out well.



Round Cornered Flat — Oval Fronted Flat

SEE OUR STANDS

Nos. 89 & 90

CHEMISTS' EXHIBITION

MAY 11th to 15th

NEW HALL

ROYAL HORTICULTURAL SOCIETY

GREYCOAT STREET, WESTMINSTER

LONDON, S.W.1

Telegrams : Beatson, Rotherham. *'Phone :* No. 88, Rotherham.

ESTABLISHED 1751

PETROLEUM JELLY

ALL GRADES

WHITE & YELLOW

ENQUIRIES SOLICITED

JAMES ARNOTT & SONS, Ltd.

HEAD OFFICE:

ARNOCO HOUSE, QUAYSIDE,
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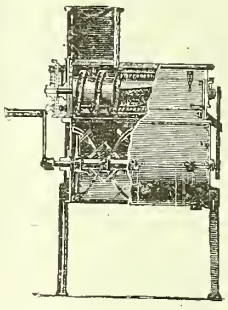
perfect blending



Gardner's "Rapid" Sifter and Mixer gives a perfect blend. The special Internal Agitator ensures accurate sifting and mixing of materials, irrespective of the diversity of their proportions; if necessary, ½oz. can be perfectly blended with hundredweights.

Write us for list of Ball Mills, Disintegrators, Millstones and Mills, Drum Sieves, Drying Machinery, etc.

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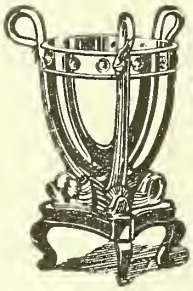
Telephone: Chancery 7347

In the last 5 years the sales of



TOWN TALK

LIQUID SILVER POLISH
& SILVER PLATE CLOTH

have increased 3 Fold

Get *your* share of the trade by ordering from

JAMES WOOLLEY SONS & CO., Ltd., Manchester
AYRTON, SAUNDERS & Co., Ltd., Liverpool
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CHEMISTS' FITTINGS

OF EVERY DESCRIPTION.
NEW AND SECONDHAND.

F. MAUND & E. BERG (SHOWCASES) LTD.,
175/9 and 336 OLD STREET, LONDON, E.C.1

HORNBY'S TINS

For all chemists' purposes

WRITE NOW for samples and prices.

HORNBY & CO. (HULL) LTD.
36 HIGH STREET, HULL

DISTILLED WATER

AT

$\frac{1}{3}$d. PER GALLON

By using Brown's Patent Automatic Water Stills pure distilled water may be obtained at the above cost, using steam at any pressure between 30 and 100 lbs. per square inch. The product is pure distilled water, *not* condensed water from steam service pipes.

Full particulars free on application. Enquiries are not followed by personal call.

MADE ALSO FOR GAS HEATING

BROWN & SON, LTD
Alembic Works, Wedmore St., London, N.19

PHOSFERINE

Window Display Conditions

Monthly Account. **Carriage Paid.**

For a small Central Window Display of not less than 14 days and an order for £5 worth of Phosferine we allow a bonus of 10/6, on a £2 10 0 order 5/3.
This shows a net profit on the transaction to the Chemist of 36%, besides attracting the passer-by to the window and considerably augmenting sales generally.

EXAMPLE.

		COST	SELLS FOR
3½ dozen 1/3 size at 12/- net	..	£2 2 0	£2 12 6
2 ,, 3/- ,, at 30/- ,,	..	3 0 0	3 12 0
		5 2 0	
Less 10/6 for Window Show	..	10 6	
		£4 11 6	£6 4 6

Showing a Net Profit of £1 13 0 on an outlay of £4 11 6.
Window Display Material Free and Carriage Paid.

WHOLESALE PRICES OF PHOSFERINE

Carriage Paid.			Monthly Account.		
1/3 size	..	12/- per doz. net.	5/- size	..	48/- per doz. net.
3/- ,,	..	30/- ,, ,,	12/- ,,	..	114/- ,, ,,

PROTECTED PRICES. Phosferine and all of our Proprietary Medicines are supplied on the condition that they are not retailed in the United Kingdom under the following prices—viz., 1/3, 3/-, 5/-, and 12/-.

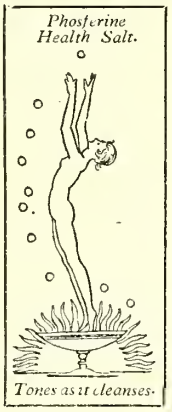
PHOSFERINE (ASHTON & PARSONS) Ltd., Ludgate Hill, LONDON, E.C.4

Telephone No.: CITY 8733. Telegraphic Address: "PHOSFERINE, CENT, LONDON."

PHOSFERINE HEALTH SALT

REVISED WINDOW DISPLAY TERMS

CASES Doz.	Cost	Sells	Profit	Profit on Selling Price
1/6 Size				
3 Dozen @ 12/11	£1 18 9	£2 14 0	15 3	28.24%
6 ,, @ 12/6	3 15 0	5 8 0	1 13 0	30.55%
12 ,, @ 12/3	7 7 0	10 16 0	3 9 0	31.94%
2/6 Size				
3 Dozen @ 21/4	3 4 0	4 10 0	1 6 0	28.88%
6 ,, @ 20/9	6 4 6	9 0 0	2 15 6	30.83%
12 ,, @ 20/4	12 4 0	18 0 0	5 16 0	32.22%
MIXED CASES				
3 Dozen 1/6 size, 1 ,, 2/6 ,, @	3 0 0	4 4 0	1 4 0	28.57%
6 ,, 1/6 ,, 2 ,, 2/6 ,, @	5 18 0	8 8 0	2 10 0	29.76%



Carriage Paid. **Cases Free.** **Monthly Account.**

Orders must conform to the above quantities.

PHOSFERINE HEALTH SALT is supplied at the above rates on the following conditions:—1. That a Window Display of not less than 14 days will be given. 2. That the goods will not be offered for sale at less than the full retail price. 3. That the goods will not be exported or sold to be exported outside Gt. Britain and Ireland.

PHOSFERINE PRODUCTS, Ltd., La Belle Sauvage, Ludgate Hill, E.C.4

GOODALL'S Waterglass

EXCLUSIVE CHEMISTS PACK.

REPRODUCTION OF SHOWCARD.

OWN NAME PACK.

If you wish, and will allow us to help you with our packs, our quality, our advertising material and our prices, we can make Waterglass a highly profitable early Spring line for you.

Each year, as our own sales prove, Waterglass becomes more and more a National need—it offers your customers Winter eggs at Summer prices and so each year more and more housewives are using it. Whether they buy from you depends upon yourself. If you have our pack, our advertising material and offer those low prices at which our quotations enable you to make a profit, you will get your share—and more—of the trade.

The illustrations give you part of the reason for our sales—there are no packs superior to ours—and we can assure you also that our prices are equally attractive. So why not adopt our suggestion—let us send you specimens of the packs and give you our contract prices for a typical year's sales?

GOODALL'S—the great name in Waterglass.

To-day we believe ourselves to be the biggest all-British packers in the country.

let GOODALL'S quote.

GOODALL, BACKHOUSE & CO., LEEDS.

[82/34]

WRIGHT'S COAL TAR SOAP *should be your first consideration in soaps for the present year*

It is the original and only genuine Coal Tar Soap.

With a world-wide reputation it yields an excellent profit and at the same time gives the customer the fullest satisfaction. There is a steadily increasing sale for this famous soap which has been gradually built up over half a century.

Its name is constantly before the public eye through the most diverse and popular channels.

Wright's Lysol is also worthy of your personal attention. It is, like the soap, BRITISH MADE AND BRITISH OWNED.

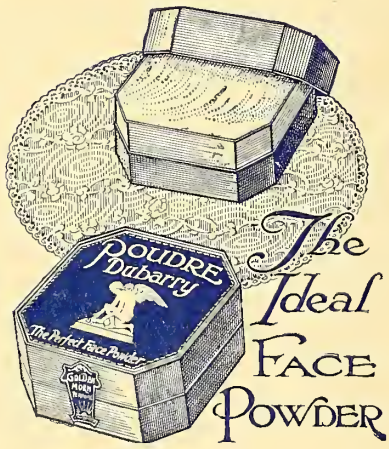
RETAIL PRICES

Toilet Soap	6d.
Bath Soap	10d.
Shaving Stick	1/-
,, Cake	1/-
,, Cream	1/-
Talcum Powder	1/-
Inhaler (complete)	3/6
Shampoo Powders	3d. each
,, Liquid	1/3
Bath Salts	1/-
Lysol 4 ozs.	1/-
,, 8 ozs.	1/9
,, 16 ozs.	3/-

Show Material on request

WRIGHT, LAYMAN & UMNEY, LTD. **Southwark, London**

GREEN—the newest shade of POUDRE DUBARRY



With some types of complexion, notably those which show excess of colour or which assume a bluish appearance, this green tinted powder is found to tone down greatly these defects, imparting to the complexion a cool, ivory effect which is most becoming. This tint is only available jasmin-scented, which blends admirably with every type of perfume.

Editorial references to Green Face Powder have appeared in the Press, and many enquiries for this tint have been received from our customers.

Smart women everywhere will soon be asking for this tint. Be ready to meet the demand.

Retail Prices **2/6** and **4/9** per box. Usual Discount.

DUBARRY ET CIE : HOVE : SUSSEX

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THE CHEMIST AND DRUGGIST SUPPLEMENT

28 ESSEX ST.
LONDON, W.C.2

APRIL 25, 1931

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

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BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES—6/- for **50** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

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Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

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MUST REACH US NOT LATER THAN **FIRST POST THURSDAY MORNING.**

ALL ADVERTISEMENTS INTENDED FOR INSERTION IN THIS SUPPLEMENT

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ESTABLISHED 1846 *Telephone No.: CITY 2283*
May be consulted at their Offices on matters of Sale, Purchase & Valuation

1.—LONDON, N.W.—General Retail Business, with Kodak Agency and N.H.I.; returns over £2,200 per annum, with gross profit exceeding £800; double-fronted corner shop, fitted in mahogany and well stocked; stock and fixtures worth about £1,350; rent £92 per annum; rates £16; lease 20 years to run; price £1,850.

2.—MIDDLESEX.—Good-class Retail and Dispensing Business; returns £1,500 per annum; net rent, which includes large flat over shop and garage, £60 per annum; property may be purchased or lease will be granted; price of business £1,000; ill health cause of sale.

3.—SOUTH LONDON (Main Road).—General Retail Business, with N.H.I.; returns, last year, under management, £1,406, plus N.H.I. £237; stock and fixtures worth £350; rent £80; sub-let £50; 14 years' lease; price to be arranged.

4.—LEWISHAM (Near).—General Retail Business, with N.H.I. and Kodak Agency; returns last year £1,542; income tax paid on £480; single-fronted shop, fairly fitted; good working stock; six-roomed house with private entrance, etc., etc.; rent £60; 12 years' lease; price £1,000, or valuation terms entertained.

5.—REGENT'S PARK.—General Retail Business, with N.H.I. and Kodak Agency; returns about £18 weekly; net profit £460; scope for increase; rent £85; sub-let £71 10s.; price £775.

6.—LONDON, E.C.—Old-established City Business; returns £2,000, with scope for considerable extension by the addition of Photographic; gross profit 41 per cent.; small compact shop, handsomely fitted and fully stocked; rent £200; no rates; held on lease; terms, value of stock and fixtures, about £1,500.

7.—HAMPTON COURT (Near).—Old-established Retail and Dispensing Business, with Kodak Agency; returns last year £1,611, with net profit £340; double-fronted shop; stock and fixtures worth £700; living accommodation, with bathroom and garden; rent £50; rates £27; price £1,000.

8.—MIDLANDS.—Old-established Country Retail and Dispensing Business, with Kodak Agency; entirely unopposed; returns last year £2,356; double-fronted shop; 12-roomed house, with garage; rent £52 per annum, rising to £57; held on lease; option to purchase property; population 3,000; stock worth £850; price of business about £1,750.

9.—BUCKS.—Good-class Retail and Dispensing Business; returns, under management, last year about £1,400; stock and fixtures worth about £600; rent £100; sub-let £65; held on renewable lease; price £900, or offer.

10.—SOUTHERN SEAPORT.—Good-class Retail and Dispensing Business, with Optical connection; returns last year about £2,000, of which £300 was from Optical; main road shop with four windows, elaborately fitted; stock estimated to be worth £1,000; excellent flat over, with bathroom and garden; rent £200 per annum; lease 19 years to run; further details on application.

11.—ISLE OF ELY.—Unopposed Mixed Country Retail Business; established 1870; present hands 25 years; returns last year £1,722; roomy shop, nicely fitted; ten-roomed house with private entrance; moderate rent; property can be purchased; terms: value of stock and fixtures, plus an agreed sum for goodwill, £500 on entry and balance by instalments.

12.—SOUTH COAST.—Old-established Retail Business, with Kodak Agency; returns £900 per annum; average net profit £300 per annum; rent £70; large house; part sub-let at £2 1s. 6d. weekly; this leaves ample living accommodation; long lease; shop well fitted and stocked; lowest price £700.

13.—CHESHIRE.—For immediate disposal, light Retail and Dispensing Business, with Kodak Agency; returns last year £942, with scope for increase; comfortable living accommodation; price, to include property, £800; lease will be granted if desired.

14.—SUSSEX.—General Retail and Dispensing Business; returns last year over £2,000; net profit exceeds £500; present rate of turnover between £50 and £60 weekly; very good living accommodation; rent £96; lease 18 years; price £1,250.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

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BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,
41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—BERKS (Death Vacancy).—High-class Retail and Dispensing Business in most desirable town; turnover averages £3,200 at good profits; splendid house and large garden; 21 years' lease; fully stocked; price £3,000, or offer.

2.—BOURNEMOUTH (Near).—Light Retail and Dispensing, with Kodak Agency, in main road position; returns last year £1,526, increasing; modern fitted shop; good stock; price £850, or valuation terms arranged.

3.—NORFOLK.—Old-established Light Retail and Agricultural Business, in good market town; returns last year £2,300; good house, on lease; large shop; stock and fixtures worth nearly £1,100; price £1,500.

4.—SOUTH COAST.—Old-established Business, has been neglected; present returns average £18 weekly, increasing; rent and rates covered by sub-let; valuable lease; well-fitted pharmacy; price for early sale £725.

5.—STAFFS.—Light Cash Retail; returns £16 weekly under female management; plenty of scope; low rent; large shop with house; fully stocked; price £350.

6.—BANKS OF THAMES.—Good-class Light Family Retail, easily worked; returns average £1,800; good profits; low rent; nice house and garden; stock worth £500; price £1,100 for quick sale.

7.—HAMPSHIRE.—Light Family Retail and Prescribing, with Kodak Agency and N.H.I.; returns £1,200; net profit £322; central position; well fitted and stocked; price £850.

8.—LONDON (Essex Suburb).—Sound Light Cash Retail, with Branch; turnover about £2,800; main road position; good house; stock and fixtures worth approximately £1,250; price, through illness and for quick sale, £1,850; freehold available.

9.—LONDON, N.W.—Profitable Cash Retail and Prescribing, with Photographic and N.H.I.; returns average about £2,200; gross profits over £800; audited figures; corner shop; long lease; excellent stock and fixtures; price £1,850.

10.—LONDON (Western Suburb).—Middle-class Cash Business, in rapidly growing locality; present returns average £1,500; good future scope; modern house and pharmacy, well stocked; illness necessitates sale; price £1,100, or offer.

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(C8) LONDON, N.W. — Turnover, £1,000; N.H.I.; living accommodation at present sub-let; net profits, £400; total expenses only 14s. weekly; scope for increase and opening for optics.

(C9) BRISTOL.—Retail business possessing splendid possibilities; present returns approximately £22 weekly; good living accommodation; purchase price for quick sale, £400.

(C10) MANCHESTER.—Pharmacy situated in populous suburb; large N.H.I. (approximately 1,000 scripts monthly); living accommodation; present returns approximately £40 weekly.

(C11) SOUTHAMPTON (NEAR).—Good retail and dispensing business for disposal solely on account of sight infliction; excellent scope; good living accommodation; rent, £90; reasonable purchase price for quick sale.

(C12) GLOUCESTER.—Good dispensing business; old-established; annual turnover increasing steadily; returns for 1931, £1,610; being £350 more than for corresponding period in 1928; rent, £64; good living accommodation; purchase price, £885.

All communications to be addressed to *WALSALL.*

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1.—MANCHESTER.—Old-established Retail Business for quick disposal; yearly tenancy; rent £150; returns for the last 40 years average over £50 weekly; at present returns are £35 weekly; nicely fitted and good stock; Wine and Spirit Licence; living accommodation. (48)

2.—KENT.—Growing district; death vacancy; recently-established Retail Business for quick disposal; lease will be granted, 7, 14 or 21 years, at £78 per annum; rates low; returns £1,100, could be considerably increased; Dentist attends at surgery at side three days a week; large double-fronted shop and room at back; excellent opportunity for young qualified Chemist-Optician; price £925, or near offer. (51)

3.—BRIGHTON.—Main street; middle-class Business; long lease at £104 per annum; returns £1,350 per annum; stock approximately £750; price £1,000 all at. (54)

4.—IRISH FREE STATE.—Retail Business; 59 years' lease; rent £11 18s. per annum; returns £1,700, mostly cash; large shop with good living accommodation; 10 rooms; electric light throughout; stock £350; price £1,500, or near offer. (56)

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We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

BUSINESSES FOR DISPOSAL.

BLACKPOOL.—High-class Pharmacy; main street; two minutes Promenade and centre; low rent; lock-up; neglected; suit smart unqualified or qualified; fixtures £120; stock £200, valuation; all at £380 for quick sale. Sidebottom, Chemist, Queen's Square, Blackpool.

DERBYSHIRE.—Established Business, main road, between Matlock, Bakewell; Retail and Dispensing, Kodak Agency, N.H.I.; modern shop and house; electric light; £20 weekly; scope increase under young man; rent £104; rates £36; lease 3½ years to run; reason disposal death; stock and fixtures worth £750; best offers. Apply "Chemist," Darley Dale.

EAST COAST.—Chemist, retiring, wishes to dispose of two genuine Businesses, select Drug and Perfumery and Chocolate Shops; purchaser could readily dispose of the latter if desired; excellent position; returns over £40 weekly; cash trade; capable of considerable increase in younger hands; rent £200; low price accepted for quick sale. 132/9, Office of this Paper.

EAST LONDON.—Well-fitted Pharmacy in bold main road position; takings, under management, £35-£40 weekly; could do much more under personal supervision; price £1,200, or valuation terms. *Bona-fide* inquiries and bank reference to 132/38, Office of this Paper.

EAST LONDON.—Old-established Chemist's Business; £30 weekly, including N.H.I. (400 monthly); 16 years' lease; shop, 6 rooms, 3 basement; good stock; Kodak Agency; owner in poor health, must undergo treatment; for quick sale accept £800; reasonable near offer entertained. Full particulars apply P.C.B. 42/23, Office of this Paper.

ESSEX SUBURB.—Working-class Retail and Dispensing, N.H.I., Kodak; takings last three years £1,288, £1,312, £1,303 (1930); good profits; corner shop; good living accommodation; price £750; freehold for sale, £650, or lease would be granted. 135/20, Office of this Paper.

LANCASHIRE town; imposing corner shop in centre of town; well stocked and fitted; at present doing about £20 per week, which can easily be increased; N.H.I. steadily increasing; last month over 300; lock-up shop; rent £80; price £450, which includes about £200 stock; enormous scope for man with a little capital. 134/37, Office of this Paper.

LONDON, S.W.—Small lock-up Drug Stores; good opening for young qualified wishing to work up N.H.I.; returns, 1931, £1,495, steady increase; open 6 years; profit fair; rent, rates, about £21 year; good D. & P. trade; working-class; price £300. 133/37, Office of this Paper.

LONDON, W.—Drug and Herbal Stores; lock-up shop; busy main road; low rent; illness cause of sale; £100 all at for a speedy sale, or near offer. 126 High Street (opposite Coronet), Notting Hill Gate, W.11.

LONDON, S.W.—General Retail; returns last year £1,000; scope for considerable increase; lease 14 years; rent £65-70; good house available; ample fittings; small stock; price £350 all at for quick sale; particulars at interview. 135/22, Office of this Paper.

LONDON, N.W.—High-class modern Pharmacy; excellent position in main road; returns about £120 monthly; could be very quickly doubled under a good qualified man who is used to high-class businesses; also scope for Optics; this is the finest-fitted drug store in the trade; well stocked; Kodak Agency; rent £135 per annum inclusive; long lease; price, all at, £900; thoroughly good investment. 136/160, Office of this Paper.

LONDON, N.W.—Cash Drug Stores in main road; no opposition; returns about £70 monthly under female management; could be easily trebled under a qualified Chemist; also immense scope for Optics; double-fronted lock-up; fairly well fitted and amply stocked; rent 50s. per week inclusive; long lease; price, all at, £400, or near offer. 136/16, Office of this Paper.

LONDON, N.—(A) Rent £120; main road; present Counter and N.H.I. over £17 weekly; stock £400; small living accommodation; price £450. (B) Rent £90; taking £20 weekly; stock £250; price £350. Both shops Kodak and do considerably better in Photographic season; both under management and need personal attention. Apply 136/13, Office of this Paper.

LONDON (Bloomsbury district).—Main road Shop and Maisonnette; turnover exceeds £2,000 per annum; rent and rates £305 per annum; one room sub-let optician £130 per annum; lease 16 years; price, lease and goodwill, £700; stock and modern fittings at valuation; sole reason disposing, ill-health. Apply Atkinson & Marler, 21 Maddox Street, W.1. Mayfair 2874.

MANCHESTER.—Biggest bargain ever offered. £250 will purchase Fixtures, Fittings, Kodak Agency, Wine Licence (Medicated) of a Business established 10 years; goodwill free; main road; no opposition; vacant house; property on sale; good mortgage; stock at valuation; bargain for quick buyer. Abrams, Chemist, 12 St. James Road, Higher Broughton, Manchester.

MIDDLESEX.—Good middle-class Business; returns average £50 weekly; Kodak and Ucal Agencies; rent £50; good living accommodation; garage; good scope for increase; nice surroundings; genuine bargain. Apply 136/18, Office of this Paper.

MIDLANDS.—Very profitable Drug Business in thickly-populated district; N.H.I., Prescribing, Kodak and Ucal Agencies; low rent; living accommodation; income-tax figures; banker's reference with inquiries; no agents; no triflers; £365 all at, subject to seven years' lease being granted at same rent; excellent opportunity. 136/12, Office of this Paper.

NORFOLK.—Must be sold, Country Business; returns last week £43; yearly average £2,500; property worth £1,350; double-fronted shop; modern flat over; will accept £950 for freehold and valuation of stock and fittings for business, about £600 to £700. 185/576, Office of this Paper.

SOUTH COAST (Main Street).—Good living accommodation; smart up-to-date fittings; clean stock; turnover £1,450 per annum; general all cash trade; 21 years' lease; Kodak Agency; low rent; splendid opportunity for lady or gentleman; fullest investigation; £400; stock at valuation or offer. 134/34, Office of this Paper.

WEST RIDING OF YORKS.—Chemist's Cash Retail Business; good working-class; Kodak and Ucal Agencies; N.H.I. 6,000 yearly; takings £2,000 approximately; net profits good, still increasing; accounts audited; splendid opening for Optics; rent and rates reasonable; property may be purchased if desired £650; price for business £1,550. 135/18, Office of this Paper.

A GENUINE Chemist's Business for Sale, South London, near Elephant and Castle; large main road shop, fully stocked; returns over £2,000; living accommodation; price £1,200. 135/10, Office of this Paper.

DRUG Stores; old-established; well-fitted, double-fronted shop, 3 rooms, usual offices, electric light; working-class district Norwich; rent £36; agreement; good opening for N.H.I.; week's trial to prove genuine; must sell at once; good reason; £150, s.a.v. Write first, 29a Market Place, East Dereham, Norfolk.

ESTABLISHED Business in important suburb of Manchester; sound going concern; N.H.I., Kodak; opening for Optics; returns about £2,500; satisfactory reasons for disposal; full particulars to *bona-fide* inquirers. 125/26, Office of this Paper.

REASONABLE price asked for goodwill, lease and stock of old-established Chemist's Business in a main road position in East London; turnover about £4,000 per annum; shop and living accommodation, with warehouse at rear; 17 years' lease at £180 per annum. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Tel.: Mayfair 6710.

£135, all at, for quick sale; Drug and Photographic Business, with good house, London; special reason for disposal. Apply 135/33, Office of this Paper.

£200 OR NEAR OFFER.—Cash Drug Stores, situated in a thickly populated district, now under lady's management; established 8 years; fairly stocked and fitted; big scope for N.H.I.; gold mine for M.P.S.; including Photographic Plant (nearly new). Further particulars on interview. "Aspro," 185/578, Office of this Paper.

£450.—CROYDON.—Compact Pharmacy; main road; takings steadily increasing; now nearly £1,000 a year, including good panel and doctor's dispensing; living accommodation; long lease at inclusive moderate rental; sound private reasons for selling; shop is small and easily worked; every assistance given to purchaser. 132/33, Office of this Paper.

PREMISES TO LET.

A REALLY genuine opportunity for good business without competition in important thoroughfare, South Croydon; excellent lock-up shop, suitable for Chemist; rent £85 per annum, rising after 3 years to £100 (exclusive). Write further particulars, A. M. Cawthorne, 54 Victoria Street, S.W.1. 'Phone: 0062 Victoria.

CAPITAL lock-up Shop to be Let; high-class suburb; main road position; adjoining Underground Station; good opening for Chemist or Fishmonger. Apply Henry Butcher & Co., 63 and 64 Chancery Lane. Holborn 5474.

NEW Shops to Let in main Ilford Lane, with excellent living accommodation, forming shopping centre for large estate now being developed; splendid opportunity for opening of high-class Chemist business; rent commencing at £80 per annum, exclusive, on lease. Early application is advised to Thomas Anders, Beehive Estate Offices, Beehive Lane, Eastern Avenue, Ilford. Telephone: Valentine 3542.

READING, BERKS (main road, ¼ mile centre of town).—Shop and Premises in good position, eminently suitable for Chemist; little competition; rent £130 per annum on lease. H. F. Dunster, 2a King's Road, Reading.

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Address "Argentine," P.C.B. 42/9, Office of this Paper.

A WELL-ESTABLISHED, conscientious Commission Agent and Distributor in London (City), Drugs, Chemicals, Specialities, etc., holding first-class agencies, desires one or two additional representations, British, Colonial or foreign; warehouse facilities; thorough knowledge of medical propaganda; good connections with Wholesalers and Importers; where necessary correspondence in German. P.C.B. 42/11, Office of this Paper.

HUNGARY.—Well-established concern, perfectly organised for covering the whole of Hungary, desires representation of first-class British firms dealing in Drugs, Chemicals, Proprietary Articles or Druggists' Sundries; ample references available. Address Pharmazeutisches Laboratorium, Dr. Rosenberg Sandor, Balaton-Ucca 2, Budapest, V.

BUSINESSES WANTED.

BLACKPOOL OR LIVERPOOL.—Retail and Dispensing Business required, preferably with living accommodation; returns £35/£40 weekly; capital available for suitable proposition; all particulars treated as strictly private and confidential. 185/574, Office of this Paper.

SOUTHERN COUNTIES.—Good-class Pharmacy in pleasant locality (not working-class); living accommodation optional; turnover approximately £2,000 per annum or capable of increase to that amount; replies treated in strict confidence; business should be situated south of Birmingham. 185/573, Office of this Paper.

ADVERTISER wishes to purchase genuine good-class Business, country or coastal resort, with living accommodation preferred; present available capital £1,500. 128/6, Office of this Paper.

ADVERTISER, private Chemist, wishes to purchase good-class Business with turnover of about £3,000; London or South Coast preferred; must bear strictest investigation; bankers' references given. Replies treated in strictest confidence; cash waiting. Particulars and price to 133/8, Office of this Paper.

BERDOE & FISH have genuine buyers wanting Businesses on the South Coast with a turnover between £3,000 and £4,000; also in the Midlands and West Riding, showing net profit between £600 and £700 yearly. Intending vendors are cordially invited to correspond. Transfer Offices: 41 Argyle Square, King's Cross, W.C.1.

DRUG Store, lock-up, or otherwise, required; must be sound concern and bear strict investigation, cash £200, balance arranged, where good opening for Optics is possible; London preferred; district no object; excellent references. Full particulars to "Fidelis," 135/31, Office of this Paper.

PRIVATE Chemist wishes to Purchase old-established Pharmacy or Drug Store; Manchester or town in surrounding district; shopping centre of good-class district preferred. Please send full particulars, in confidence, to 135/8, Office of this Paper.

PARTNERSHIPS.

AMBITIOUS gentleman with capital wanted immediately by London (West-End) Chemist owning good-class Dispensing business, partly to help develop the business, but mainly for the purpose of creating a national sale for a Medical Proprietary article which has great prospects. Apply 135/29, Office of this Paper.

CAPITAL required (lady or gentleman) in limited company manufacturing high-class Beauty Preparations; good prospects. Apply, in strict confidence, to 131/1, Office of this Paper.

PHARMACIST seeks Partnership in high-class business in October; capital £600 to £800; exceptional experience and proved ability; married; age 30; South or South-West of England; Manager, with view to succession or Junior Partner in larger business; strict confidence. 136/26, Office of this Paper.

WANTED, qualified or unqualified man to manage Branch Business; able to invest £350 as Partnership; seaside town; full control of branch business. Send full particulars, etc., 134/29, Office of this Paper.

£150.—ACTIVE Partner wanted, half-share, equal profits, to extend Manufacturing Wholesale and Retail Patent Medicine Analysis Packed Goods, Pills and Tablets, and cheap cut price Optics, Eyeglasses and Spectacles business; big profits, 10d. to the 1s.; big demand; exceptional opportunity; no previous experience necessary; business taught Partner. Medicines (South Shields), Ltd., Fowler Street, South Shields.

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HALIFAX.—For Sale, good corner shop and dwelling-house; been used for Homœopathist's Business for 25 years; death of owner reason for sale; vacant possession; price £900. Further particulars, Barstow & Co., Central Street, Halifax.

APPRENTICE.

APPRENTICESHIP required for 20 months; age 19; Counter and Dispensing; smart appearance. 134/7, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

BIRMINGHAM.—Wanted, qualified male Assistant, used to working-class trade; no Sunday duty. Apply, stating previous experience and when disengaged, 132/34, Office of this Paper.

BIRMINGHAM.—Manager, qualified, must be smart Counterman and good Window-dresser, to take charge of progressive business in shopping centre, also used to busy N.H.I.; salary and commission. Reply, giving age, experience, salary required and when free, to 134/5, Office of this Paper.

BOGNOR REGIS.—Whitsuntide to end September. Unqualified male Assistant for good-class Light Retail and Dispensing, with Photographics; suit Part 1 man. State age, height, experience, and salary required. Applications not answered in four days respectfully declined. J. B. Barry, Chemist, Bognor Regis.

BUXTON.—Qualified Manager for high-class business; must be of smart appearance, keen Salesman and good Window-dresser; excellent prospects; salary and commission. Full details of age, salary, experience, and when free to 134/38, Office of this Paper.

CHELMSFORD.—Wanted, for branch in main street, Assistant, unqualified, age not over 30; must have good experience in Dispensing, Counter, Photographic. Apply, giving full particulars, stating age, height, salary required, when at liberty, and enclose photo, to be returned, to T. Bellamy, Pharmaceutical Chemist, 2 Tindal Square, Chelmsford, Essex.

EXETER.—Junior Assistant (male) required (May 18), recently completed good apprenticeship; accustomed Dispensing and Photographic work, and with knowledge of Veterinary requirements desirable. Apply, stating age, experience, salary required, and enclosing photo, to Managing Director, Stone's, Chemists, Exeter.

LONDON, N.—Qualified Manager for Branch wanted; must be good Window-dresser, keen and enthusiastic business man, with previous management experience. 133/28, Office of this Paper.

LONDON, N.W.—Lady Assistant wanted, unqualified, with good general experience of Pharmacy work; mixed class district. Give full particulars of experience, age and salary asked. 134/40 Office of this Paper.

LONDON, S.E.—A young competent unqualified male Assistant required; quick, conscientious worker; good Salesman and Window-dresser; references must bear strict investigation. Apply, stating fullest particulars, salary, and photo if possible, to "M.P.S.," 136/19, Office of this Paper.

LONDON, N.1.—Manager, qualified, for small branch; hours 9 till 8 and Sunday mornings; moderate salary; commission on increased turnover; keen Photographic Salesman preferred. Apply Thompson, 127 Belgrave Road, Highlands Market, Ilford.

LONDON, E.10.—Qualified lady wanted, May 25; N.H.I. and Counter; permanent; commencing salary 70s. per week; good prospects. Apply, stating age, experience, etc., 185/575, Office of this Paper.

NORFOLK (near broads and health resorts).—Vacancy occurs in old-established, good-class country market trade business for an unqualified Assistant, to live on premises (indoors); good berth to well educated man of first-rate ability, integrity, and with similar experience; must be highly recommended; none others need apply; interview preferred; permanency. Give age, height, experience, references, indoor salary. 133/16, Office of this Paper.

ST. THOMAS'S HOSPITAL, S.E.1.—Qualified Locum required (gentleman) for about 17 weeks, commencing June 1, 1931; under 30; £4 per week; interview necessary; selected candidates only will be communicated with. Apply by letter to the Pharmaceutist.

SANDOWN, I.W. — Smart, unqualified Assistant (male) required; reliable Dispenser essential; good Window-dresser; age 23-26. Apply, stating experience, references, salary required (outdoors), to Woollings & Son, Chemists, Sandown.

SOUTHSEA.—Qualified Locum for Light Retail, with practical knowledge of Photographic, required shortly for week or fortnight; engagement possibly extended if proved suitable; not under 25. Usual particulars to 135/1, Office of this Paper.

THE WORCESTER DISPENSARY AND PROVIDENT MEDICAL INSTITUTION.—An Assistant Dispenser required. Please state age, qualification, experience and salary required. Applications, marked "Assistant Dispenser," to be sent to the undersigned by May 4. Herbert Haywood, Secretary.

CAPABLE Junior, with working knowledge of Photography and D. & P.; willing and adaptable. Give full particulars, with photo if possible, to Victor Sadler, Minehead, Somerset.

DISPENSER (lady) wanted by N. London Charitable Institution. Write, stating qualifications, experience, age and salary required, 185/572, Office of this Paper.

LADY Manager wanted for small branch in East Lancashire; salary and commission; good Dispenser and Window-dresser. Thornbers, Chemists, Accrington.

LOCUM, required to commence on Monday, April 27; must be fully qualified in Pharmacy and Optics. Reply, stating salary required, etc., to Linsley's, Ltd., 308 Earl's Court Road, S.W.

LOCUM or temporary Assistant wanted, on or about May 1, for at least 3 weeks; must be qualified; elderly not objected to; light duties. Reply, with copy of recent testimonial, stating salary required, to Beeson, Chemist, 5 Castle Street, Ludlow.

LOCUM (male) required from June 15 to August 8 inclusive; live out; no Sunday duty. Full particulars as to age, salary required and references, which must bear the strictest investigation, to Secretary, Tanners, 350 High Road, Tottenham, N.17.

MANAGEMENT. — Fully qualified Chemist and Optician required for high-class Pharmacy. Apply in first instance by letter, stating full particulars of experience, especially in optics, together with references and salary required, Linsley's, Ltd., 308 Earl's Court Road, S.W.

M.P.S. (lady) required; must be a capable Dispenser, good Counter knowledge and Window-dresser; Wembley district; permanency for the right person; able to manage shop; good personality; punctual. Write, stating age, full particulars, salary, experience, etc.; photo required. 134/28, Office of this Paper.

QUALIFIED young lady; permanency; used to good-class business. Please give references, age, height, salary, and scope, when at liberty. Cromack, 413 Oxford Road, Manchester.

QUALIFIED man required, capable of taking charge; good Salesman, Stock-keeper, with Photographic experience. Durbins, Chemists, 12 The Broadway, Wimbledon, S.W.19.

QUALIFIED gentleman; 26 to 36; smart Salesman; used to high-class work; interview necessary. Dickinson, Hoole, Chester.

ROYAL NORTHERN HOSPITAL, Holloway Road, N.7.—A vacancy occurs for a Pharmacist (male) as Junior Assistant Dispenser; salary beginning at £200 per annum; appointment to date from June 1. Details of hours of duty may be had on application, by letter only, stating experience, to the Secretary.

UNQUALIFIED Assistant (male) wanted for branch; under 30 preferred; must be an accurate Dispenser and accustomed to quick Counter trade. Apply, stating age, experience, salary required, to Head Office, Wm. Fox & Sons, Ltd., 109, 111, 113 Bethnal Green Road, London, E.2 (10 minutes from Liverpool Street).

WANTED, Assistant (indoors); a thorough knowledge of Dispensing essential. Please give all usual particulars, salary required, etc., by letter to E. C. Perks & Co., 1 Sloane Square, S.W.1.

WANTED, qualified Chemist as Assistant; London; middle class trade; £3 a week, commission and tea to start. 136/14, Office of this Paper.

YOUNG, qualified Manager for small branch; knowledge of Photography. State age, experience, and salary required, and when at liberty, to J. W. Podmore, 31 Princes Avenue, Hull.

WHOLESALE.

LONDON.—Experienced Representative required. Please give necessary details, which will be treated in confidence, in a letter addressed to the Secretary, Shadforth Prescription Service, Ltd., 49 King William Street, London Bridge, E.C.4.

LONDON, S.W.—Stock-keeper wanted, with knowledge of Wet and Dry Chemicals, Drugs, etc.; hours 9 a.m. to 6 p.m. Write, stating age, experience, and salary required, to Box 335, Sells Advertising Offices, Fleet Street, E.C.4.

A REPRESENTATIVE FOR IRELAND

is required by the Manufacturers of a well-known Proprietary line; must be Irishman with first-class Wholesale and Retail Chemist connection in N. Ireland and I.F.S.; qualified Chemist resident in Dublin with own car preferred. Write full particulars of past experience, age, salary required, to 185/577, Office of this Paper.

QUALIFIED Chemist, competent to take full charge of Pharmaceutical Manufacturing Laboratory and capable of managing generally; used to making Assays, etc.; knowledge of buying an advantage. Apply, by letter, stating full particulars, to the General Apothecaries' Co., Ltd., 49 Berners Street, London, W.1.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

REPRESENTATIVES required for the following territories by manufacturers of leading nationally advertised Proprietaries, (1) Newcastle-on-Tyne area, (2) Derbyshire, Staffordshire and Shropshire; good prospects for right men. Apply, stating age, salary required, and full particulars, to 185/571, Office of this Paper.

TABLET Maker required for Wholesale Laboratories in Manchester district; must have general experience in Sugar Coating and the production of all types of Tablets. State particulars of age, experience, and salary required. 185/570, Office of this Paper.

TABLET Maker required at once; thoroughly competent; Granulating, Coating, etc. State experience, age, salary, and if disengaged. "R. J.," P.C.B. 42/24, Office of this Paper.

TRAVELLERS required for finest quality Olive Oil Toilet Soaps; good commission. 133/35, Office of this Paper.

WEE-KURA, LTD., Knaresborough, have 5,000 customers. If you are a capable pioneer salesman and able to work on "payment by result," then we have openings, Glasgow, Aberdeen, Ayr, London, Manchester, Bristol, Birmingham, Newcastle, with future prospects for business builders only.

SITUATIONS WANTED.

RETAIL (HOME).

A.A.A.—CHEMIST recommends his experienced Assistant of high integrity; careful Dispenser, good Window-dresser, Photographic Expert, capable Counterman; unqualified; 28. Davies, c/o "Pharmacist," 44 King Street, Twickenham.

A.A.A.—QUALIFIED; 35; 8 years' Manager; experienced all branches, particularly Photographic; disengaged; permanency or good Locum offer entertained. Griffiths, 12 Old Road West, Gravesend.

A.A.A.—ADVERTISER desires position, good-class London business; qualified; age 26; experienced West End; any responsibility; competent Dispenser, Counterman, Window-dresser, Toilets, Photographics; excellent references; disengaged. "Fernlea," Bryncethin, Bridgend.

A.A.—CAPABLE unqualified Assistant, 38, desires permanency or Locum; experienced all branches; quick, clean, accurate Dispenser; capable taking charge; good references; free May 9. "Rhei," 71 Cranworth Road, Worthing.

A.A.—ASSISTANT (lady); unqualified; London, provincial and Continental all-round experience; aged 27; highest references. Wall, 53 Gordon Square, London, W.C.1.

A.—LOCUM; qualified; registered R.P.U.; long or short period; experienced all branches; active; excellent references; terms moderate. "S. C. J.," 54 Priory Road, West Hampstead, N.W.6. 'Phone: Maida Vale 8212.

A QUALIFIED Chemist, 29, 13 years' experience every department of Pharmacy, seeks post as Manager; up to date, competent and methodical; well recommended; specialises in Buying, Display and Salesmanship. "Chemist," "Cranleigh," 58 Oakfield Road, London, N.4.

A QUALIFIED Assistant, age 27, height 5 ft. 10½ in., thorough, absolutely trustworthy, desires position in Light Retail and Dispensing business in Surrey or Sussex districts; free. Apply to "C. W. L.," 152 Station Road, Crayford, Kent.

A QUALIFIED Chemist, young, desires position in up-to-date business; 7 years' experience; capable Dispenser; tactful and polite Salesman; good Window-dresser; keen and trustworthy; smart appearance. "M.P.S.," 7 Railway Street, Chatham.

A QUALIFIED Chemist, 35, seeks position as Manager with private chemist or small company; 11 years' managerial experience in good-class pharmacies; fully experienced in all branches; well recommended. 135/12, Office of this Paper.

ACTIVE; unqualified; middle-aged; exceptionally good all-round experience; successful Manager; temporary, permanent. Fletcher, 91 Duncombe Road, Holloway, N.19.

ADVERTISER, young lady, 21, desires post as Assistant; good all-round experience; large town preferred; highest references. 133/3, Office of this Paper.

ADVERTISER, best experience of Pharmacy, Spa, University, seaside business, desires situation where experience will count; keen Counterman, Photographic Salesman, Dispenser, Window-dresser; 42; unregistered. Rodgers, 2 Holmesdale Terrace, Folkestone.

AS Assistant or Locum; male; abstainer; 5 ft. 8 in.; varied experience; excellent references; disengaged; moderate salary. "G.," 142 Hill Lane, Southampton.

ASSISTANT, 38, unqualified, 14 years' Dispensing and Counter experience, desires permanency anywhere or part time (Manchester area only); free May 4. James Harvey, 130 Greenheys Lane, Manchester.

ASSISTANT; unqualified; 22; tall; trustworthy; West-End experience; reliable Dispenser, smart Salesman, good Window-dresser; Photographic knowledge; disengaged. "C.," 44 Turneville Road, Kensington, W.14.

ASSISTANT, young, tall, reliable, unqualified, 6 years' experience, all branches, desires situation; permanency preferred. 134/24, Office of this Paper.

ASSISTANT; unqualified; Locum or permanent; 25 years' all round experience (London and country). "Chemicus," 69 Upper Richmond Road, Putney.

ASSISTANT (referred Forensic) requires permanency or Locum; London preferably; excellent references. J. I. Roland, 10 King Edward's Road, Hackney, London.

ASSISTANT (female); 7 years' experience, N.H.I. Dispensing, Window-dressing and Counter; Hall Certificate; East London or Eastern suburb. 135/26, Office of this Paper.

ASSISTANT; unqualified; 12 years last situation, Store Chemists; Dispensing, Windows, Photographic; London, Windsor, 33 Dupont Road, S.W.20.

ASSISTANT, Junior; all-round experience, Window, Counter, Photographic and first-class Dispensing; disengaged immediately; anywhere. Carr, Shotton Colliery, Durham.

ASSISTANT; good Dispenser, Salesman; Photography; active; single; middle-aged; unqualified. "Statim," c/o Mrs. Henstock, Shrigley Road, Bollington, Macclesfield.

ASSISTANT, 35, requires evening work; free after 6.30, except Saturdays; Dispensing and Counter. Apply 133/12, Office of this Paper.

ASSISTANT; 24; male; good knowledge essentials of modern pharmacy; available immediately; just finished Part I; temporary/permanent; London. 135/19, Office of this Paper.

ASSISTANT; qualified; first-class experience; good Dispenser and Counterman; teetotaller; middle-aged; moderate salary; at liberty shortly. 135/24, Office of this Paper.

AT LIBERTY.—Pharmacist; male; experienced; Locum or periods; booking season's dates; moderate salary. "Pharmacist," 98 The Grove, Ealing, W.5.

BRANCH Manager, qualified, 27, desires situation; excellent Salesman; confidence in ability to increase takings; accurate Dispenser; conscientious and energetic worker; good references. "Chemist," 26 Camp Road, Leeds.

CHEMIST desires highly to recommend his experienced Assistant of highest integrity; expert Dispenser and Window-dresser; practical knowledge of D. & P. work; a very efficient and capable Counterman; unqualified; 21; distance no object. Shaw, M.P.S., Church Street, Atherton, Manchester.

DURING May, June, July, qualified woman (Minor), as Manageress; part-time, Relief or holiday Locum duty; Hospital, Surgery or Retail; S.W. London or Croydon; thoroughly experienced; excellent testimonials. Briggs, 22 Wellesley Road, Croydon.

EXPERIENCED Pharmacist desires Managership; South Coast preferred; West-End experience; tactful and obliging; languages. Blamey, Barnwood Road, Gloucester.

EXPERIENCED Pharmacist seeks berth; Locum or permanency; country or country town preferred. "S.," York House, College Road, Maidenhead.

FREE NOW.—Lady Dispenser, 20 (Hall), with Counter experience, requires post with Doctor or Chemist; small salary; would take Locum. "I.," 33 Bramley Way, West Wickham, Kent.

FREE May 2; 30; unqualified; as Assistant; fully experienced; keen; energetic; smart on Counter or Dispensing; educated; London or provincial; interview preferred. State salary and prospects to 135/27, Office of this Paper.

GENTLEMAN, qualified, 53, would undertake Managership of Pharmacy; 19 years last place; active; energetic; abstainer; small salary. Duncan, 160 Risley Avenue, N.17.

GERMAN, qualified Pharmacist, age 23, preparing for Part II Minor, speaks several languages, willing to work in a good-class pharmacy. P.C.B. 42/25, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

HIGHLY-RECOMMENDED Assistant; Part I; five years' good-class Dispensing, Counter and Photography. E. Vickers, Hazel Grove, Arnside, Westmorland.

IMPROVER desires change; first-class references; Dispensing, Window-dressing, Counter and Photography; 3 years' experience. 128/2, Office of this Paper.

JUNIOR (Part I), 20, desires situation till October; good varied experience, including N.H.I., Photography, etc.; excellent references; disengaged. Manners, Stanley House, Coundon, Co. Durham.

JUNIOR, age 19, tall, keen, requires position in good Dispensing business; had good all-round experience; finished 3 years' apprenticeship; tried Part I. Write 134/3, Office of this Paper.

JUNIOR; 4 years' experience, Dispensing, N.H.I., Counter, Window-dressing, etc.; South London preferred. 54 High Street, Carshalton, Surrey.

JUNIOR Assistant requires post; all-round experience; capable and willing. "C. S.," 304 Thimblemill Road, Warley, Smethwick.

JUNIOR Assistant seeks post; three years' good experience; tall; smart appearance; not afraid of work; now at liberty. "J. D. H.," 188 Venner Road, Sydenham, S.E.26.

LADY Assistant; unqualified; keen Saleswoman; can assist all departments except dispensing. "Myristicæ," 2 Bradley Crescent, Shirehampton, Bristol.

LADY Dispenser (Hall) requires Locum for May and June; experienced; knowledge of Book-keeping; London area or the South preferred. 133/24, Office of this Paper.

LADY Assistant, unqualified, capable, good all-round experience, Dispensing, Toilet, Photographic and Window-dressing, requires post; permanency; preferably near London. 132/39, Office of this Paper.

LADY, 29, unqualified Assistant, desires situation; 8 years' all-round experience. 134/9, Office of this Paper.

LADY Dispenser-Book-keeper requires position; 15 years' good experience with both Doctors and Chemist; Locum or permanency. 133/33, Office of this Paper.

LADY Dispenser (Hall), eight years' experience, London and district, desires post; Doctor or Chemist; disengaged May; interview. "Radix," 26 Lyndhurst Gardens, Newbury Park, Ilford.

LADY Dispenser (Hall), rather deaf, requires post; would do anything where deafness immaterial. "L. M.," 41 Augustine Street, Taunton.

LADY M.P.S. requires Locum, part or whole-time position; excellent experience and testimonials. "Pharmacist," 140 Belsize Road, N.W.6.

LOCUM, relief, Manager; "not registered"; 20 years' experience; Dispensing, Stock, Counter, Salesman, Prescriber. "G.," 130 Scott-Ellis Gardens, N.W.8.

LOCUM.—Lady Dispenser (Hall) booking dates; experienced; Doctor or Institution. Miss Eales, "The Cottage," Littlewerth, Green's Norton, Towcester.

LOCUM, unqualified, 20, desires situation, June 1-14; quick Dispenser, Counter-hand, Window-dresser, Photography, D. & P.; well recommended. "C. A. W.," 17 Duffryn Street, Ystrad Mynach, Glam.

LOCUM, M.P.S.; Optics, Photography, etc.; free July and fortnight in September; first-class references. Gregory, 1 Manor Street, Newtown, Wigan.

LOCUM.—Does any Private Chemist need a conscientious, qualified relief? Two weeks, May 4-16; Assistant or Manager; young and keen; highest references; town or country. 133/23, Office of this Paper.

LOCUM or Manager, qualified, reliable, recommended, seeks engagement. Thomas, 57 Downs Road, Clapton, London, E.5. 'Phone: Clissold 9324.

LOCUM, part time, relief; 30 years' varied experience; competent; active; trustworthy. "Chemicus," 55 Clarence Street, Gt. Clowes Street, Manchester.

LOCUM or relief; Scottish Pharmacist, retired from business; total abstainer; sound Photographic experience; highest references. "Pharmacist," 22 Montpelier Avenue, Blackpool.

MANCHESTER OR DISTRICT. — M.P.S.; 34; Manager; sound experience; used to managing; thoroughly capable and reliable; excellent Dispenser and Salesman; originally apprenticed with Pharmaceutical Chemist; excellent references. "Pharmacist," 20 Brookbridge Road, Clubmoor, Liverpool.

MANCHESTER OR DISTRICT.—Assistant or Manager; unqualified; 42; absolutely trustworthy and competent Dispenser and general routine; abstainer; conscientious; 25 years with last employer and South England experience; excellent references. "Atropa," 20 Brookbridge Road, Clubmoor, Liverpool.

M.P.S., age 33, married, qualified 8 years, seeks good sound permanency; present management 5 years; active, steady, trustworthy. "J. W.," 220 Camberwell New Road, S.E.5.

M.P.S., F.S.M.C. (and Supplemental), 25, requires situation with Chemist-Optician; good references. Apply 134/35, Office of this Paper.

M.P.S., 26, desires permanency; 10 years' experience, London, provincial and seaside; accustomed to complete control; Liverpool or North Wales district preferred, but not essential; excellent references; free when suited. 133/13, Office of this Paper.

PART-TIME in London; unqualified; 22; free; Counter and Dispensing; willing and reliable. "Student," 26 Richmond Terrace, Clapham Road.

PART-TIME.—Pharmacist desires position in London; part time or almost full time; abstainer; active and reliable; salary 1s. 6d. per hour. Summers, 98 Greyhound Lane, Streatham Common, S.W.16.

PART-TIME or short houf berth, any capacity, N.H.I., Stock-taking, Typewriting, etc., by experienced Pharmacist; excellent references. "M.P.S.," 134/33, Office of this Paper.

PERMANENCY, relief or Locum; capable, all-round, experienced Assistant; tall; 45; unqualified; trustworthy. "Statim," 23 Doughty Street, Holborn, W.C.1.

PHARMACIST, age 47, tall and active, desires Managership; expert Optician (F.B.O.A.); has opened and disposed of two very successful businesses; good Prescriber and Salesman; would consider taking an interest in a business; married; no family. Reply "Pharmex," 128/29, Office of this Paper.

PHARMACIST, proprietor of own business, seeks two weeks' Locum work at seaside; May or June. 134/32, Office of this Paper.

QUALIFIED, young, energetic man, with ideas, West-End and provincial experience, seeks position as a Branch Manager. 133/2, Office of this Paper.

QUALIFIED, age 23, desires situation; 6 years' experience. Mr. W. Able, 15 Merchiston Road, Catford, S.E.6.

QUALIFIED (M.P.S.), at liberty May 18; any capacity; good all-round experience, Dispensing, Counter, Photographic; permanency or Locum. Miss G. I. Tonks, at 84 Walhouse Road, Walsall, Staffs.

QUALIFIED Dispenser desires position with Doctor or Institution; Hall Certificate, also Part I (M.P.S.); Swansea district preferred. Particulars to 133/19, Office of this Paper.

QUALIFIED lady desires position; Dispensing and Counter; 10 years' varied experience, London and provinces; big Retail Stores, Midlands preferred. 133/14, Office of this Paper.

QUALIFIED, young, requires situation, Manager, Senior, or Locum; good knowledge Optics; disengaged. "Statim," 87 Singleton Road, Broughton Park, Manchester.

QUALIFIED; excellent experience; 4½ years as Manager; tall; good appearance. "M.P.S.," 487 High Road, Tottenham, N.17.

QUALIFIED Manager, 38, single, disengaged, desires post; good all-round London and country experience. "M.P.S.," 70 Grangehill Road, Eltham, S.E.9.

QUALIFIED lady seeks engagement; near Birmingham preferred; 7 years' general experience; reliable, competent Dispenser; capable of taking charge; excellent references. Sharpe, 1156 Warwick Road, Acocks Green, Birmingham.

QUALIFIED; married; middle-aged; knowledge Photography; reliable references; disengaged. 136/8, Office of this Paper.

QUALIFIED; 42; permanency or Locum; disengaged; excellent experience; good Dispenser and Prescriber; good knowledge Photography. 136/7, Office of this Paper.

QUALIFIED, good Prescriber, age 42, seeks Managership, South Coast; successful in business; small capital spent in restoring health; now quite fit; non-smoker and abstainer; not afraid of work; would give wholehearted service; trial would prove. 136/5, Office of this Paper.

RELIABLE, experienced, unqualified Assistant, age 40, requires a permanent situation; sound references. "Worthy," 134/18, Office of this Paper.

UNQUALIFIED; 31; 13 years' London and country good experience, all departments Retail; thoroughly competent; quick and accurate Dispenser; University education; knowledge French and Spanish; moderate salary; disengaged; London only. "Zingiber," 10 Highbury Gardens, Seven Kings.

ADVERTISERS would consider the PURCHASE OF GOODWILL, etc., of any PATENT MEDICINE or PROPRIETARY ARTICLE—or ARRANGE for its MANUFACTURE and DISTRIBUTION.

State full particulars, 174/209, Office of this Paper.

UNQUALIFIED, competent, thoroughly experienced, good personality and address, abstainer, Sprient Deutech, Dispenser, Compounder, desires situation with Chemist, Doctor, Institution or Wholesale; moderate salary. Howard, 30 Pimlico, Ilkeston (Derbys).

UNQUALIFIED; 21; 6 ft. 3 in.; Counter, Windows, Dispensing, Agricultural; no photographic for 18 months; free May 11; Leicestershire or Midlands preferred. Whitmore, Rothwell, Kettering.

UNQUALIFIED Dispensing and Counter; good references; age 22 years; disengaged; tall. M. A. Brown, "St. Ives," High Street, Wivenhoe, Essex.

UNQUALIFIED Assistant, age 22, good experience (referred Part II, Pharmaceutical Chemistry), requires part-time position, evenings and all day Saturday, or similar; London, W., S.W. or suburban. Osborne, 276 Nelson Road, Whitton, Twickenham.

UNQUALIFIED; tall; 30 years' experience, Dispensing, Counter, Photographics; disengaged. Harris, 24 Link Road, Edgbaston, Birmingham.

UNQUALIFIED Assistant requires post until September or permanent; willing and conscientious worker; experienced Dispenser; go anywhere except short relief. Collins, 16 Sholebroke Mount, Chapeltown, Leeds.

YOUNG lady Aesistant, 22, 5 years' experience, Dispensing, Counter, Photographics, requires situation in London. "R. W.," 4 Streatham Vale, S.W.16.

WHOLESALE.

ASSISTANT; age 22; experienced; Wet and Dry Counters, Sundries, etc.; 4½ years Wholesale; willing; anxious to get on. Ralph L. Williams, 80 Westbourne Avenue, Great Lever, Bolton, Lancs.

EXPERIENCED Representative, sound personal connection with Chemists, Stores and Hairdressers in South-West and South-East London, desires position established house; over 7 years present post; excellent references. 135/15, Office of this Paper.

EXPORT.—London Representative or Manager; interview solicited. P.C.B. 42/26, Office of this Paper.

GENTLEMAN seeks representation of established firm for Argentine; Patent Foods or similar lines; knowledge of Spanish; salary, expenses; unimpeachable references; influential connection. 136/290, Office of this Paper.

PHARMACIST, 37, for past 10 years a director of well-known firm of Wholesale Chemists, desires position, either at home or abroad, with any well-established house in the trade. Write 131/37, Office of this Paper.

QUALIFIED Chemist, calling Doctors and Chemists, desires additional lines or Propaganda work in Yorkshire; energetic worker. BM/NKDB, London, W.C.1.

REPRESENTATIVE, strong connection Liverpool and North Wales area, desires represent sound firm, Patent Foods or similar lines; lifelong connection; undeniable references. 136/29, Office of this Paper.

SALESMAN, with personal connection amongst Chemists, wide area, represented one firm for some years, wishes change; excellent reasons for this; or would consider part-time proposition. 134/31, Office of this Paper.

TABLET Maker, over 20 years' best all-round experience, requires position as head of department; head or single-handed; well recommended. Dalby, 7 Leighton Road, Cheltenham.

FOR SALE.

COMPLETE D. & P. Plant, Kodak, Tanks, Dryer, Washer, Printers, Enlarger, Monnter, £30. 262 Slade Road, Erdington, Birmingham.

PHOTO Mountant and Office Adhesive Formulæ and Trade Mark of Pastoid for Sale outright; established for 20 years; there is not a more superior adhesive on the market. Write for full particulars to 133/9, Office of this Paper.

CLEAR OUT—your Old or Damaged Stock of Photo Goods

Why keep them any longer? Turn them into CASH.

I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

S. E. HACKETT, 23 July Road, Liverpool

MISCELLANEOUS.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' MAHOGANY FITTINGS to be cleared at low prices. Drug Runs, 14 ft., 12 ft. and 10 ft. long; Wall Cases, 10 ft., 8 ft. and 5 ft. long; Dispensing Screens, 8 ft., 7 ft., 6ft., 5 ft. long; bent-front Salesman, 5 ft. 8 in. high, 2 ft. 6 in. wide, three glass shelves; two 4 ft. nests Counter Drawers. Sketches by return. GEORGE COOK, The Working Shopfitter (over 40 years' experience), 27 Macclesfield Street, City Road, E.C.1.

ENTIRE CHEMISTS' FIXTURES.—We can supply your requirements from our immense stock, and give free delivery London. Send us your particulars; better still, visit our Show Rooms. RUDDUCK & CO., Drug Store Fitters, 219 Old Street, London, E.C.1.

FOR Sale, Fine Powder-sifting Machine, with removable barrel or sieves. Write 185/561, Office of this Paper.

FOR Sale, Gas-heated Drying Machine, with revolving agitator with brass internal fittings. Write 185/562, Office of this Paper.

FOR Sale, No. 0. 1½ and 2½ size Disintegrator. Write 185/563, Office of this Paper.

FOR Quick Sale, two Heavy Werner Jacketed Mixers; excellent condition. Write 184/554, Office of this Paper.

FOR Sale, Cylindrical and also "U"-shaped Drying Machine, with Agitators. Write 184/555, Office of this Paper.

FOR Sale, Vertical Stone Mill, also Grinder, with screens (Perplex type). Write 184/556, Office of this Paper.

FOR Immediate Disposal, Alsing-type Ball Mill, silex lined; also C.I. Ball Mill. Write 184/557, Office of this Paper.

FOR Sale, Single- and Double-tooth Grinding Mills; also Power Friction Hoists. Write 184/558, Office of this Paper.

FOR Sale, Gardner's latest pattern Fine Powder Dresser, with Perfume Sprayer and Mixer, for making finest beauty powders, toilet powders, etc. Write 185/559, Office of this Paper.

FOR Sale, Jacketed Copper Boiling Pans, also Cast-iron Jacketed Pan, with stirrers. Write 185/560, Office of this Paper.

SECOND-HAND and shop-soiled Fittings, taken in part exchange, for Sale at bargain prices. Send requirements, when full details and sketches will be sent. PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. "Pharmacy Fitters for Over a Century."

WANTED, Vacuum Pan, about 100 gallons capacity, copper or enamelled iron. Give full particulars of makers, condition and age. Replies to 184/545, Office of this Paper.

EXCHANGE COLUMN.

FOR DISPOSAL.

CLOSING DOWN, must clear high-class Pharmacy Fittings and Stock within 28 days. 135/37, Office of this Paper.

150 MATERIA MEDICA SPECIMENS for Sale, or exchange for Optical Apparatus, Books, etc. "Segem," 92 Kingshall Road, Beckenham.

WANTED.

No. 1 ENSIGN PHOTO WRINGER; in good condition. Hill, Chemist, Milton, Southsea.

NATIONAL CASH REGISTER wanted. Post full particulars to Box M841, Willings, 86 Strand, W.C.2.

GOWER, Chemists' Bookseller, 41 Voltaire Road, Clapham, wants Pharmaceutical Books, including B.P., Pharmaceutical Formulas, B.P.C., P.J.F., Optical Books, Materia Medica Collections.

Printed for the Proprietors by The Avenue Press (L. Upcott Gill & Son, Ltd.), 55 to 57 Drury Lane, W.C.2, and Published by the Proprietors, Morgan Brothers (Publishers), Ltd., at 28 Essex Street, Strand, London, W.C.2.—April 25, 1931. [94/34]